Board of Trade Journal

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Front cover photograph

A Herbert Morris four-lane container handling crane in operation at British Rail's Willesden Freightliner terminal. Herbert Morris Ltd., who manufacture container handling systems ranging from the large heavy-duty Goliath cranes supplied to British Rail, to small units for the one-container-a-day manufacturer, will be among the exhibitors at the International Container Services and Equipment Exhibition at Olympia from May 27 to 31 An illustrated preview of this exhibition was published in last week's *Journal*.

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TRADING OPPORTUNITIES IN AFRICA—8

Nigeria—a new outlook needed

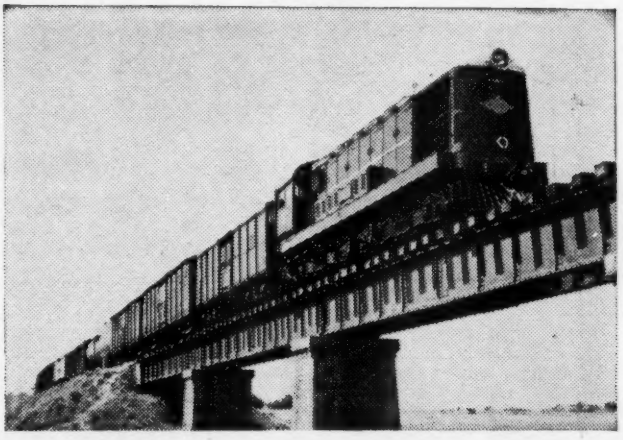
By L. P. F. L'Estrange, OBE, Counsellor (Commercial), British High Commission, Lagos

AFTER MORE THAN four centuries of trading with Nigeria, which is Britain's most valuable Commonwealth trading partner in Africa, Britain's share of Nigeria's import market has been steadily declining. Yet Britain continues to be the biggest buyer of Nigerian exports and the heaviest investor, besides providing aid on a generous scale. Since Nigeria gained her independence in 1960 her external trade expanded by no less than 38 per cent (from £N386 million to £N535 million in 1966), but owing to increased competition by foreign suppliers in the import market, Nigeria barely buys one-third of all her imports from Britain while she continues to sell an increasing proportion of her total exports to Britain. This produced for Nigeria a favourable balance of trade amounting to £20.3 million in 1967, equivalent to over one-third of British exports to Nigeria in that year.

Meanwhile the pattern of Nigeria's import trade has been obscured by the civil war, which arose from the secession of the former Eastern Region. This is having an increasingly detrimental effect on the levels of trade and commerce. It is to be hoped that the two sides will come together to produce an amicable conclusion to the war as soon as possible and that, in consequence, the market will rapidly resume its former importance for British exports. While Britain lost ground in her exports to Nigeria, other countries' exporters rapidly took up the slack until the current situation developed, when the mounting difficulties of waging war while maintaining a peacetime economy obliged Nigeria to introduce controls to reduce imports and save foreign exchange. Britain has, however, tried to the greatest possible extent to maintain 'business as usual' because there has been every reason to hope and expect that in due course Nigeria would solve her internal problems. Optimism in the future of 'The Sleeping Giant of Africa' can hardly be misplaced, even in the midst of a rude awakening.

That there is every reason for an optimistic view to be taken of Nigeria's future, in spite of the current difficulties, has been recently reinforced by the announcement made by Shell-BP of a crash programme to build a new off-shore oil terminal, a 50 mile trunk pipeline system and a quality control centre in Midwest State capable of handling a production of about 365,000 barrels of crude oil per day. This is planned for completion by the middle of next year. The value of the investment is £15 million, but a considerable sum in addition will be spent in oil well development and other operations in the area. (Full details are available at the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4).

Around the scheme, which is based on the Delta Port of Warri, there is already growing up a complex of oil company servicing establishments (chemical and cement pneumatic blowing plants, crushing plants, mud and chemical stores, seismographic and other oil exploitation services) catering for the oil well drilling and development needs of Shell-BP and other oil companies with concessions in the area. This complex is mainly concentrated in an industrial site contiguous to the expanded port facilities owned and operated by Holts Transport Ltd. at Warri. Road building, earth moving and dredging contractors are already preparing the main sites and the means of access by land, swamp and creek to the sites and the wells. On one of the permanent sites Shell-BP will construct offices and housing for 100 expatriate staff and their families: the other will accommodate the quality control centre and tank farm. Yet another site is being cleared for the erection of temporary housing for about 400 expatriate staff which the main contractors (who have not yet been appointed) are expected to employ.



One of 10 750 *h.p. diesel-electric locomotives supplied by The English Electric Company Limited to Nigerian Government Railways.*

Warri is therefore in the process of rapidly becoming a boom town. Though it has already attracted the basic services necessary for oil field development, so far such facilities as hotels, shops and supermarkets, motorcar service stations and the usual services and amenities that a sudden influx of expatriates will require, simply do not exist. Filling this vacuum therefore offers enormous scope. While firms already established in Nigeria should be the first to benefit, British exporters should ensure that their agents do not fail to exploit this new opportunity in Nigeria.

The spectacular declaration of faith in the future of Nigeria which the newly launched Shell-BP development implies is by no means unique, except for its size, since some other firms have given a similar lead in expanding their existing plants. These examples should help to convince British exporters that the future of the Nigerian market is promising and that there is great potential in the short as well as the long term. If these examples are to be followed, exporting firms in the United Kingdom would be well advised to examine how it came about that in seven years Britain saw its share of Nigeria's import market whittled away from 45.3 per cent in 1959 to 29.8 per cent in 1966. The reasons for this are too numerous to list and to discuss here in detail, but some

(*Continued on page* 1601)

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are so glaring as to defy omission. Among them was the reliance of British exporters on the old established trading firms, many of which have themselves diversified into local industry. This reliance prevented them from adjusting to new pressures arising from Nigerian independence, which attracted aid, investment and competition from new quarters and from the growing domestic manufacture of import substitutes. To sell these products in a mass market required the application of new and more sophisticated marketing methods not usually employed by British exporters. Meanwhile the gradual, but indeed welcome, emergence of indigenous firms, and some foreign ones, into both trade and industry was invariably achieved more easily by dealing in goods not already established in the market and often not British. These pressures were particularly telling because of the reluctance – or tardiness – of many British firms to adapt their marketing methods accordingly. This short summary is bound to fail to pin-point all the underlying reasons, for there are so many, why British exports to Nigeria have steadily fallen, but readers are invited to pursue the matter with the writer, who will be only too glad to investigate each case and to recommend the remedial action such an examination may disclose.

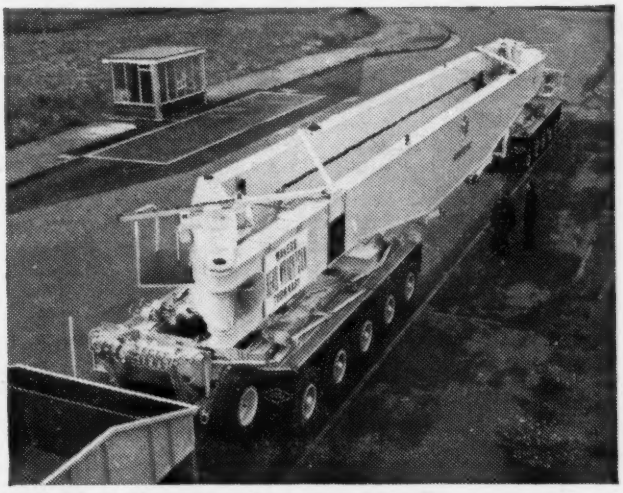
Meanwhile, the current internal situation has already brought about a dramatic change in the direction of the domestic trade of Nigeria, towards which British exporters should already be taking steps to adjust themselves. About one-third of the imports of the former Eastern Region (the secessionist Biafra) according to the best estimates, were distributed (by Ibo traders) in the new Mid-west and six Northern States. In addition, the many Ibo traders who were established in Lagos and other parts of the Federation (outside the former Eastern Region) have returned to their homeland. They have already been replaced by a variety of firms with lines of supply and distribution to the Mid-west and the South, besides Lagos. British exporters might usefully examine their prevous representational and export sales connections to take into account the fact that the change which has now occurred in the direction of internal trade is not likely to be reversed for some time to come. Even when they are to resume exports to the three new States in the former Eastern Region (Rivers, Calabar and East Central), they will be restricted almost entirely to the demand within those States.

British exporters who take this advice to heart may then find themselves up against yet another problem: there is a great shortage of agents and of new firms with the necessary capital to enable them to import on a significant scale. This is not an unusual situation in developing countries and, as long as there are no institutionally inspired means of capital formation to finance imports or of financing the end-users of imports, exporters will meet with difficulties in selling goods even though there may be a ready local demand for them. This problem has so engaged the minds of firms operating in Nigeria (including the old-established trading firms mentioned above) that there are extensive and quite sophisticated facilities and services available in this country to bridge this gap. These are offered by numerous specialist firms which offer such services as (a) market research by experienced staff capable of assessing the potential for products new to this market; (b) widespread marketing and distribution organizations, reaching wholesalers and retailers in all areas of the territory through chains of depots, in the main commercial trades, designed essentially to handle selected lines with a reasonably assured market; (c) direct sales to consumers, through branch retail sales outlets or by means of mobile sales forces capable of operating in remote areas and skilled in consumer demonstration techniques; (d) advertising services, embracing all media from radio and television commercials to point-of-sale displays; (e) reduced credit risk through close control on stocks. Full details of these specialized services, and of the firms offering them, are available from the Commercial Department of the British High Commission, Lagos.

The temporary lull in business activity brought about by the civil war is an opportune time for firms to re-examine their trading arrangements with Nigeria or to establish them if they have none. Local firms are already showing signs of adjusting to the

(*Continued on next page*)

TRANSPORT PROBLEMS SOLVED



The problem of transporting 150-*ton transformers from the port of Apapa* 385 *miles to the site of the new hydro-electric station at Kainji on the river Niger, Nigeria, has been solved by a British firm of heavy engineers. Head Wrightson (Teesdale) Ltd. have built this massive rail and road vehicle,* 128 *ft. long and with an adjustable width of between* 8 *ft. and* 14 *ft.*

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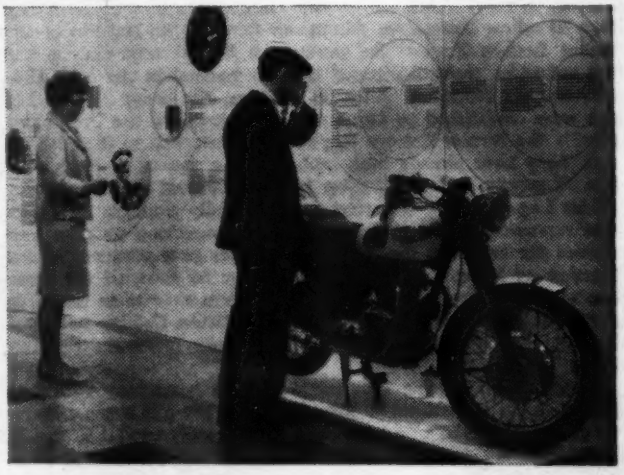
import controls of January 17 (which cover about 20 per cent of total imports) and are looking with unaccustomed interest for new lines of the more essential goods which are not subject to the new controls. But there are also signs that some firms are already preparing for the resurgence of demand which can be expected as soon as the return to normal conditions is under way and the flow of mineral oil is resumed.

Note:
Since this article was prepared, we have received advance information of an extension of the import licensing arrangements mentioned above. Full details will be published in the *Board of Trade Journal* as soon as possible.

Previous articles in this series have been: Kenya – a market worth fighting for (December 8, 1967, page 1443); Market prospects in Sierra Leone (December 22, 1967, page 1583); Sell to Gambia (January 12, page 111); The market for British goods in Uganda (January 26, page 225); Ghana – market prospects (February 9, page 363); British trade prospects in the Ivory Coast (March 15, page 855); Malawi – an expanding market (April 5, page 1043).

DESIGN FOR EXPORTS



An exhibition pin-pointing the rapidly increasing scope of mobile radio communication equipment in services as varied as midwifery and fire-fighting and industries as different as oil refining and farming is being shown at The Design Centre in London's Haymarket for three weeks from April 22. The display features new radiotelephone equipment made by Pye Telecommunications Ltd., who export 50 per cent of their output to more than a 100 countries. The picture shows part of the display of radio communication equipment at The Design Centre: Pye 'Westminster' Universal Mounting Radiotelephone installed on a motorcycle. An illustrated account of the work of the Council of Industrial Design is published as a supplement to this issue.

INTERNATIONAL TRADE CENTRE – SURVEYS

The carrying out of surveys of the markets of developed countries for the export products of developing countries is one of the specialities of the International Trade Centre, UNCTAD/GATT. Products surveyed so far are plywood and veneer, citrus juices, oilcake, shrimps and prawns, rice, cottonseed oil, canned beef, and tropical sawn wood. Other products are due to be surveyed in 1968.

Reports of the Centre's surveys are made available free of charge to the developing countries. Firms in developed countries may obtain priced copies from the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, *Geneva,* 10, *Switzerland.*

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2438).

Monopolies Commission's report on the supply of petrol to retailers

MR. ANTHONY CROSLAND, President of the Board of Trade, answering a Parliamentary Question on May 6, announced his proposals for revising the Undertakings given by the oil companies in implementation of the Monopolies Commission's report on the supply of petrol to retailers in the United Kingdom. The President's answer was as follows:

'After consulting all the parties having an interest in the supply of petrol to retailers, and after carefully considering all the evidence brought to light in the review, I have decided, in consultation with my Right Hon. Friend, the Minister of Power, that:

(a) the Undertaking limiting the acquisition of company-owned stations should be abandoned;

(b) the Undertaking relating to leases and licences should be modified so that renewals of leases should, at tenants' choice and subject to normal commercial considerations, be for minimum periods of three years; and

(c) the other Undertakings should continue in force (subject only to a minor technical modification in relation to the provisions as to hired petrol equipment).

So far, companies who between them are responsible for the supply of some 95 per cent of petrol to retailers have agreed in principle to accept these changes. I now intend to discuss the details of the proposed revisions with the parties concerned. I shall continue to watch closely the operation of the revised Undertakings, which will, of course, remain subject to further review should I consider this to be necessary.

Notes:

The reference to the Monopolies Commission was made on September 27, 1960, and the Commission's report was published on July 23, 1965. The Commission found that some of the features of the agreements made by petrol suppliers with retailers were against the public interest. They also found that the acquisition of petrol stations by petrol suppliers might be expected to operate against the public interest unless some limit were imposed.

The Commission's principal recommendation was that solus ties on petrol should not normally exceed five years. In this context, the Commission recommended that loan agreements between petrol suppliers and dealers, and agreements on equipment, should not be used to enforce exclusive ties where a dealer was willing and able to pay off the loan or purchase the equipment. The Commission recommended that there should be no exclusive dealing agreements on lubricants and similar goods. They also recommended that petrol suppliers should not impose restrictions on retailers' business in non-petroleum products such as tyres, batteries and accessories, and made certain recommendations about the length of lease to be granted by petrol suppliers to their tenants.

The Commission also recommended the application of a specific formula by means of which the further acquisition of petrol stations by petrol suppliers should be limited. This recommendation was in support of the safeguards the Commission had recommended as to the trade in lubricants, etc., which they felt would be less easily enforced at company-owned stations.

Voluntary Undertakings were received from all the suppliers of petrol and lubricants and came into force on August 6, 1966. These included an Undertaking to limit the further acquisition of company-owned stations, but for this purpose an alternative formula was employed which was less restrictive on newer entrants to the United Kingdom market. The Undertakings were to be reviewed in the light of practical experience, and any changes which might occur in the pattern of the trade.

The review was instituted in August 1967 when the companies which gave the Undertakings were asked to provide (in confidence) certain information mainly of a statistical nature. These companies and other interested parties were also invited to comment on the operation of the Undertakings.

The review indicated that in general the Undertakings were operating satisfactorily except that there was need for reconsideration of the Undertakings relating to company-owned stations in the light of developments since the Undertakings were given.

With regard to company-owned stations, it was concluded that the existing formula relating to acquisitions was no longer working satisfactorily and that it was not possible to devise an alternative formula which would not be open to objection on the ground that it was arbitrary and discriminatory in its effect on particular companies. It was also concluded that the security of tenure in relation to initial leases and licences could, with advantage, be extended to renewals also if the tenant or licensee so desired.

The Board of Trade will continue to watch closely the operation of the revised Undertakings which will, like their predecessors, be subject to review should circumstances so warrant.

Members of the Movement of Exports Committee set up by NEDC to investigate the British transport system in relation to exports visited the London headquarters of the COI recently to learn how the Department can help through publicity to increase exports. The party was welcomed by Sir Fife Clark, Director General of the COI and Mr. Donald Kerr, Controller (Overseas). Discussions took place with representatives of COI's Overseas Press Services and Photographs Division, Publications Division, and Radio and Films and Television Divisions on methods to increase publicity overseas for the big improvements in Britain's docks. Discussions ranged over containerization, port modernization and other measures taken to move British exports more efficiently and quickly. The party included: Mr. J. K. T. Frost, Assistant Secretary, Shipping Division, Board of Trade; Mr. T. O'Leary, National Secretary, Docks Group, Transport and General Workers' Union; Mr. N. R. Scourse, Assistant Secretary, National Ports Council; Mr. P. F. D. Wallis, Mr. G. D. P. Young, Mr. Michael Becket and Mr. A. J. Clarke (Secretary of the Committee) of the National Economic Development Office.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Chancellor urges 'massive breakthrough' in exports

'THIS YEAR we have the opportunity, perhaps the greatest since the war, to achieve a massive breakthrough in exports,' said Mr. Roy Jenkins, Chancellor of the Exchequer, at the annual dinner of the Manchester Chamber of Commerce on May 3. 'World trade, following last year's recession, is picking up again quite rapidly, with demand expanding notably in two of our major markets, the United States and Federal Republic of Germany. To help us to make the most of this, we have the competitive price advantage given us by devaluation.'

The Chancellor calculated that this price advantage would be about 10 per cent after taking account of devaluation cost increases, of the abolition of the export rebate and of the SET premium payments to manufacturers outside the development areas. This would give a good deal of scope to British exporters to reduce their prices below those of their overseas competitors; or, if they thought it better, to reinforce their sales drive through promotional activities or the building up of distribution networks. 'Many British exporters are using this opportunity well; we have for instance had good news from our car manufacturers this week,' said Mr. Jenkins.

The Chancellor continued: 'But there is room for still greater efforts in export markets. The profitability of these markets has been somewhat improved by devaluation. There may still be some cases in which it is less than that of home markets. But it would be very short-sighted for industry to use that as a reason for holding back. For the prospect of overall growth and good profitability over the next few years must depend very closely upon the success of the export drive. It is precisely those countries whose exporters sell most vigorously, often cutting margins to win new markets or hold threatened ones, who have in recent years been able to enjoy the best sustained levels of economic advance for their people and the best sustained level of return for their industry as a whole. Only to export when export profits are good is to undermine the prospects for profits as a whole.

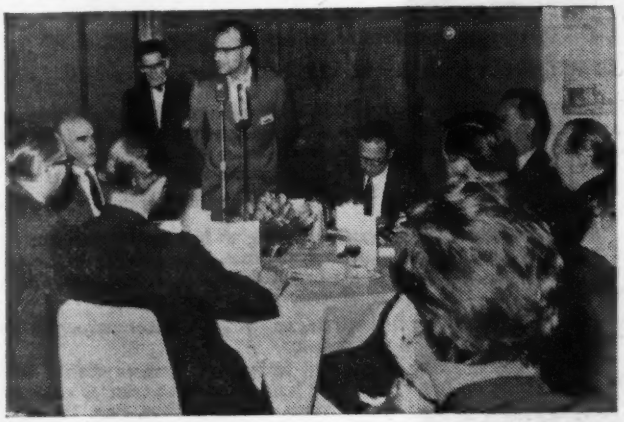
'I also believe that British industry could mount a much more vigorous effort than we have yet seen to replace imports in our home market. This applies both to consumer and capital goods. Here again there is in general a substantial price advantage flowing from devaluation. Some foreign suppliers, giving an example we might follow, have trimmed their prices to counteract it. But this cannot be generally true, for the average price rise of our imports since devaluation, was by March just over 10 per cent. This means there are great opportunities for import substitution. The fact that they have not yet been nearly fully exploited may be as much the fault of buyers as of suppliers. We may have all got too much into the habit of automatic importing, whether we are buyers of machinery or ordinary consumer goods. I am not a protectionist and I believe a free flow of trade is in the interests of this country and the rest of the world. But an excessive and unnecessary propensity to import is not good for the stability of international trade or the economic health of this country. Effective corrective action can and should be taken by individuals and firms throughout the country. It is very much in their own interests to do this.

'Having said this for the future, however, I should add that the continuing high level of imports and balance of payment deficit up to the end of March was largely inevitable.

'The immediate effect of devaluation is to raise the prices of nearly all our imported goods. And this, of course, includes the very substantial quantity of goods ordered before devaluation which are still coming through the pipeline. Yet it takes time for the increased export orders, made possible by our more competitive position, to work their way through.

'It was therefore quite unavoidable that we would experience a fairly large-scale deficit on our balance of payments in the first quarter of this year. And it may be several months before the situation improves dramatically. But provided world trade remains reasonably buoyant, our exporters continue to make a vigorous drive on overseas markets, and we here in Britain severely restrain our own appetite for consumption, there is no reason why we cannot achieve the massive swing-round we so urgently need.'

STEEL GROUP'S EXPORT RECORD



'I would like to congratulate Conder for putting up a first-class export performance,' said Sir Derek Pritchard, chairman of the British National Export Council, to some of Britain's top businessmen, engineers and architects at a luncheon given by Conder (Southern) Ltd. in London on April 25. The export record last year of £850,000 was a tremendous achievement bearing in mind Conder (Southern) Ltd.'s total production of £3 to £4 million, he added. Picture shows Mr. R. T. Cole, chairman of the Conder Group of Companies, introducing Sir Derek Pritchard.

Census of Production for 1963

THE FOLLOWING parts of the report on the Census of Production for 1963 are now available:

Part 5 – Metalliferous Mining and Quarrying (price 3s. or including postage 3s. 3d.).
Part 14 – Fruit and Vegetable Products (price 4s. or including postage 4s. 5d.).
Part 42 – Metal-working Machine Tools (price 4s. or including postage 4s. 5d.).
Part 72 – Cans and Metal Boxes (price 3s. or including postage 3s. 3d.).
Part 120 – Linoleum, Leathercloth, etc. (price 3s. 6d. or including postage 3s. 9d.).
Part 127 – Gas (price 3s. or including postage 3s. 3d.).

Copies can be obtained from HMSO and Government bookshops.

Disclosure of information about imports

CONSIDERATION IS BEING given under Section 3 of the Finance Act, 1967, to the disclosure of information relating to the import of the following goods:

1968 Statistical Classification for Imported Goods	Description
722 89	Apparatus for the protection of electric circuits other than fuses and fusegear and moulded case circuit breakers
722 97	Fixed resistors
722 99	Variable resistors
724 36	Parts of radio receivers
724 62	Microphones, etc. (other than complete sound amplifier sets, loudspeakers and microphones separately consigned)
728 72	Integrated circuits – solid state
728 74	Integrated circuits – thin and thick film
729 45	Ammeters, voltmeters, wattmeters, etc.
729 49	Radio testing equipment
729 82	Variable capacitors
729 96	Electrical goods and apparatus (not elsewhere specified)
891 21	Gramophone parts and accessories
891 26	Tape recorder parts and accessories

The Government are consulting the Association of British Chambers of Commerce on this proposal; and the Association will take into account any views received from importers by May 31, 1968. The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

Import duty temporary exemption application

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the material is specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 24, 1968.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	Mucochloric acid . .	As in previous column .	December 31, 1968	13163

Note: withdrawal of application.
Interested parties will wish to know that the application for temporary exemption from import duty of methyl cyanoacetate (29.27) published on March 8, in *The Board of Trade Journal* (page 735) has been withdrawn.

Pre-production orders placed by Mintech

THE MINISTRY OF TECHNOLOGY has placed six more contracts worth £251,000 under their pre-production order scheme for machine tools. They are with Wickman Machine Tool Sales Ltd., Coventry (three contracts worth £160,000); Wavis Engineering Development Co. Ltd., Shirley, Warwickshire (one contract worth £45,000); Hydraquip Ltd., High Wycombe, Bucks (one contract worth £41,000) and Precision Machining (Swindon) Ltd. (one contract worth £5,000).

On April 27 and 28 the BBC broadcast a programme on the export achievements of James Neill & Co. (Sheffield) Ltd. on their World Service in their 'From the North of England' series. At the end of the programme the announcer, Mr. Frank Mellor, said: 'The policy behind the fabulous export record that won them the coveted Queen's Award two years ago is summed up by the managing director, Mr. Hugh Neill, whose grandfather founded the company. "The first essential is that everyone in the firm, from the chairman downwards, must be convinced that there is very real advantage to the company in exporting, and only if you can start from there can you then proceed with any hope of success".' Photograph shows Neill's sales director, Mr. Peter Forsdike, discussing the programme with its producer, Mr. Randal Herley.

Public procurement in EFTA

A PAMPHLET explaining Article 14 of the Stockholm Convention, which deals with public procurement policies in EFTA countries, has been published by the EFTA Secretariat in Geneva. With it are published appendices listing the major public procurement agencies in each of the EFTA countries, and also indicating the size and nature of their purchases and the tendering methods used. The lists will be revised and expanded periodically

Article 14 confers important rights on EFTA traders; it requires that public undertakings in EFTA countries shall not in their purchasing practices give protection to domestic production or discriminate against foreign EFTA suppliers. While there is nothing new in these provisions, which have, in fact, been in force since 1959, the pamphlet provides welcome guidance, and the lists of public procurement agencies will, it is hoped, prove useful to British exporters in providing check lists of purchasing contacts over a wide range of commodities.

'Public Procurement in EFTA' is available free of charge from the EFTA Information Centre, 1 Victoria Street, S.W.1 (Tel. 222-7877, Ext. 2479/2480).

The European Free Trade Association (Origin of Goods) (Amendment) Regulations 1968

THE EFTA (Origin of Goods) (Amendment) Regulations, 1968, were published on April 30, 1968 (SI 1968 No. 653). They amend Schedule 1 of the EFTA (Origin of Goods) Regulations, 1964, by introducing a product heading and qualifying process for furfuryl alcohol (BN heading 29.35).

The effect of this amendment, which takes account of an EFTA Council decision, is that as from May 1, 1968, furfuryl alcohol may be eligible for EFTA tariff treatment if it has undergone in the EFTA area the process of manufacture from furfuraldehyde.

Copies of these Regulations are available from HMSO at price 3d. (by post 6d.).

Treasury returns

AS STATED by the Financial Secretary to the Treasury, Mr. Harold Lever, in a written answer on April 3, the Treasury Returns giving details of the transactions on the Consolidated Fund and the National Loans Fund from April 1, 1968, will be published at monthly intervals. These returns will take the place of the previous weekly Exchequer Returns.

Each return will cover the transactions in the calendar month just ended and will be published in the *London Gazette* in the week following the end of the month. The first of these returns, for the month of April 1968, was published on May 3. Each return will show the publication date for the following month.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

British films quota returns—1967

RETURNS OF FILMS exhibited in 1967, which all exhibitors are required to make under the Films Act 1960, have now been examined by the Board of Trade.

The Act provides that cinemas must show prescribed proportions of British films. For the year ended December 31, 1967, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the 'supporting programme'. Of the 1,538 cinemas whose returns were analysed, 150 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 28 per cent instead of the standard first feature quota of 30 per cent; and 131 of these, playing double feature programmes, had reduced quotas ranging from 12 per cent to 23 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,538 cinemas were 29 per cent for first feature and 24.2 per cent for supporting programme.

The main points of the analysis are:

1. The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme was again well above the prescribed level. The proportion for first features 39.7 per cent showed a slight increase on the previous year's level of 39.2 per cent. The figures for supporting programme – 34.8 per cent against 33.3 per cent – also showed an increase.
2. Of the 1,538 cinemas covered, 95 per cent achieved or exceeding their first feature quotas (against 94 per cent for the previous year) and 88 per cent their supporting programme quotas (against 93 per cent the previous year). A large proportion of those which failed to achieve their quotas did so by only a small margin.
3. The average first feature film quotas achieved by the major circuits were 44 per cent for Rank cinemas and 38 per cent for ABC cinemas. Rank achieved 36 per cent and ABC 41 per cent for supporting programme.

Mr. John Lindesay-Bethune, a vice-chairman of the City of Westminster Chamber of Commerce (right) says bon voyage to Mr. A. C. Chadwyck-Healey, leader of the Chamber's export mission to Australia on his departure with 10 other business members for a trade drive to examine markets which include machinery, glassware, building materials and components, and household goods. The mission left London on May 2 and will return on June 1.

Expenditure on overseas advertising by British companies

THE INCORPORATED Society of British Advertisers have published a report on a survey carried out among their member firms, in an attempt to find out how much is spent by British industry to advertise their goods overseas. For goods made in Britain, 118 firms replied to say that in the period mid-1966 to mid-1967 they spent about £28.3 million. This money was spent through United Kingdom advertising agencies (£4.6 million), overseas agencies (£10.3 million) and through companies own selling agents, distributors, subsidiaries and so on, (£13.4 million). A projection of this to a national basis would give a total figure of the order of £60 million. The figures include many forms of promotional expenditure, and besides press advertising cover participation in overseas trade fairs, British Weeks and store promotions.

Fifty-six firms said that their overseas subsidiaries spent £81.4 million in respect of goods made locally. A rough estimate of a national total for this class of expenditure would be about £130 million.

Commander David Kinloch, director of the ISBA, said at a press conference that he felt the report went a long way to refute figures which tended to denigrate the efforts of British advertisers. The report, entitled Overseas Advertising Expenditure Survey, is available from Incorporated Society of British Advertisers Ltd., 45 Hertford Street, London, W.1, price 5s.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Co. Durham.
Tel.: 0642 53677. Telex: 58608.
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle 20,
Lancashire.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY.
Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue,
Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

Birmingham mission to United States

BIRMINGHAM CHAMBER OF COMMERCE sent an 18-man mission to the United States on May 4. This mission consists mainly of manufacturers of giftware and consumer goods such as silver-plated giftware and tableware, reproduction brassware, jewellery, leather giftware and ceremonial regalia. It also includes representatives of the printing, machine tool and steel industries. During the 2½ week visit they will be based on New York; Dallas and Houston; Los Angeles – offering an opportunity to explore export openings in three of the main market centres in the United States.

Besides the wide range of products the members have a wide range of experience in the American market. Some are newcomers while others have long-established interests in the United States selling a very large proportion of their production there. The leader of the mission is Mr. F. Cyril Abrahams, chairman of Abrahams & Co. Ltd. This will be his third visit to the United States this year. His company, which manufactures electro-plated giftware and tableware was one of the first to receive the Queen's Award for Exports when the award was introduced in 1966 and considers the United States one of its best overseas markets. Mr. Abrahams also took part in the Birmingham Chamber's Mission to the United States Midwest in October 1966 – a mission which produced completed business worth £34,000 for its members within two months of its return, with much more following in the next 10 months.

When the mission disbands in Los Angeles on May 22, most of the members will extend their stay in North America, making individual visits to other cities. Mission Secretary David Bradley of the Birmingham Chamber will travel on to Toronto – to meet the eighth Chamber Selling Group when it arrives there on May 25.

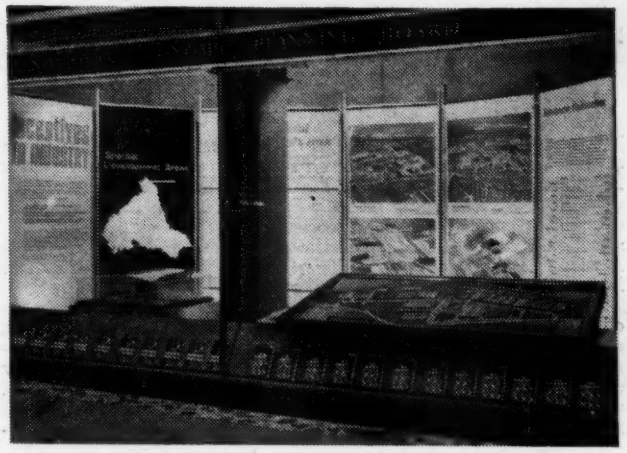
Slack & Parr's new Northern Ireland factory

SLACK & PARR Limited, the precision engineering company, based near Derby, started the first phase of a planned expansion programme with the official opening of their new factory at Enniskillen on April 29. The ceremony was carried out by Lord Erskine of Rerrick, Governor of Northern Ireland.

The Enniskillen factory will concentrate on the supply of gear metering pumps for the chemical and textile industries, particularly in Northern Ireland and Eire. It is planned that the new plant will also eventually help increase the company's exports, which already amount to over 40 per cent of production and reach 80 per cent if indirect exports are included.

The site for the new factory was chosen because of the availability of labour, good transport facilities (there is the possibility of an air link between Castle Donington, Derbyshire, and St. Angelo Airport), and the co-operation of the Ministry of Commerce.

A new £250,000 chemical research unit was opened on April 25 at the Kodak Limited chemicals factory at Kirkby, Liverpool, by Professor George Porter, FRS, joint winner of the Nobel Prize for Chemistry in 1967. The Research Building is one of the most modern and fully equipped units of its kind in the country. It will support the existing manufacturing processes at Kirkby and, it is hoped, discover new and improved methods that will further increase the efficiency of present activities. Its staff will carry out research into synthetic organic chemistry from which it is expected will emerge new products that can be developed for manufacture at Kirkby.



Wellbar House, Newcastle-upon-Tyne. A display illustrates some of the ways in which the Board of Trade assists industrial expansion. Government-owned industrial estates and sites are shown together with aerial photographs of estates and models of Bede Estate, Jarrow, and of a typical 'advance factory'. Since 1960 53 advance factories representing over one million square feet of floor area have been authorized for the Northern Region. Details of the additional incentives available in special development areas are also highlighted.

New industrial estate for the north

A BRIEF ceremony was held at Elgin Pinefield Industrial Estate on May 6, to mark the opening of the estate and the start of building operations on an advance factory there. Dr. W. J. Lyon Dean, chairman of the Joint County Council of Moray and Nairn, officiated.

Elgin Pinefield is the Scottish Industrial Estates Corporation's first development in Moray and Nairn but is the 36th estate to be provided by the Corporation in Scotland. The new estate is near the centre of Elgin on the main Aberdeen-Inverness road – and the area taken over by SIEC, as agents of the Board of Trade, adjoins a site now under development by Moray & Nairn County Council.

SIEC now administer 36 Industrial Estates and 60 individually sited factories throughout Scotland and it particularly welcomes this opportunity to assist further industrial development in the north-east.

North-east expansion for textured polyester yarn production

A CLAIM FOR a place in the big five league in United Kingdom textured filament yarn processing has been staked by Advance Throwing Mills Ltd. with the acquisition of a 26,000 sq. ft. Board of Trade advance factory adjacent to their mill at Crook, Co. Durham. This will enable them to expand their production of textured filament yarns to a total of 180,000 lb. per week (9 million lb. per year) by August of this year.

In the expansion plans are included a programme for the rapid escalation of textured polyester yarn production for double jersey fabrics and knitwear, based upon British Enkalon's Terlenka yarn. Advance expect to be producing 55,000 lb. per week by August with a balanced unit of Leesona 555 machines. The Terlenka programme, which commenced shortly before Christmas last year, is at present based on 135/48 denier yarn and is building up satisfactorily. Production is expected to reach 32,000 lb. per week in early June.

A statement by the firm said that the expansion would cost about £800,000 and would enable them to double their production. It would also mean a further 200 jobs for people in the area where there has been serious redundancy caused by the closure of local collieries.

RESALE PRICES ACT, 1964

Ban on resale price maintenance

THE REGISTRAR of Restrictive Trading Agreements has issued the seventh list of classes of goods in respect of which the Restrictive Practices Court has refused to make an Order directing that they shall be exempted goods for the purposes of the Act (i.e. goods exempted from the ban on resale price maintenance) and the attached first list of classes of goods in respect of which the Court has made Exemption Orders. The lists are being published in full in the London, Edinburgh and Belfast *Gazettes*.

The purpose of the longer List is to show that certain classes of goods have, from the dates specified therein, no longer been exempt from the provisions of Section 1 to 4 of the Act notwithstanding the fact that they appeared in (or were included in wider classes appearing in) the Registrar's Lists of classes of registered goods. Goods falling in any of these classes therefor ceased, as from the specified dates, to be exempt from the ban on maintenance of minimum resale prices. The purpose of the shorter List is to show that the classes of goods therein have been granted exemption from the said provisions, i.e. that resale price maintenance may continue in respect of them.

The lists, although required by the provisions of the Act, are purely informative; the changes in the position of the goods under the Act came into force with the Court's declarations or order.

The list comprises all classes of goods in respect of which the Court made declarations or orders between January 1 and April 5, 1968.

Notes:

The Resale Prices Act, 1964, provides for a ban on the maintenance of minimum resale prices and of measures to enforce them, but also makes provision for exemption from the ban to be granted by Order of the Restrictive Practices Court. Suppliers who wished to continue maintaining minimum resale prices were required to register their goods between August and November, 1964, and all goods so registered are regarded as exempt until such time as the Court makes a declaration in respect of them. The Registrar has published eight lists comprising some 500 classes of registered goods; all the classes appearing therein have now been referred to the Court in 157 notices of references.

Between November 1965 and December 21, 1966, the Court made 54 declarations refusing to make Orders directing that goods shall be exempted for the purposes of the Act; the 137 classes of goods covered by all those declarations were included in the third cumulative list published on January 13, 1967. Between January 20 and December 31, 1967, a further 81 declarations were made by the Court and the 305 classes covered thereby were included in the fourth, fifth and sixth lists, published on May 19, 1967, August 10, 1967, and January 12, 1968.

Between January 19 and April 5, 1968, 21 more declarations were made by the Court, and the present list shows the 170 classes of goods covered thereby. The total number of classes covered by declarations is now, therefore, 612.

On March 1, 1968, the Court made an Order exempting certain goods (books and related goods). This case was not contested by the Registrar as the facts and matters pleaded were those which had already been accepted by the Court in a case under the Restrictive Trade Practices Act, 1956. The classes are set out in the separate list.

The main categories of goods covered by the classes in the List referred to in paragraph 3 are:

> Photographic goods (66 classes), jewellery; electrical installation and control equipment; foot comfort aids and elastic hosiery; medical and surgical instruments, appliances, etc.; medical and surgical dressings; carpet sweepers and shampoo appliances; domestic metalware; drawing office and surveying equipment; mops; household and other plastic goods; certain clothing; certain manicure and toilet requisites.

In all of the 21 cases referred to in paragraph 3 above, the Court's decision was taken because the registered suppliers decided not to contest the proceedings.

The classes referred to in paragraphs 2 and 3 above are not in all cases identical with the 500 classes contained in the Registrar's Lists of registered goods since some of the latter have been subdivided (and others amalgamated) for purposes of Court proceedings. Of the 500 classes, nearly 450 whole classes and parts of over 20 others are now covered by declarations of non-exemption from the ban on resale price maintenance. (Two whole classes and part of a third are so far covered by the one exemption Order made.)

The only references remaining to be decided by the Court are:

> Footwear (in progress); manufactured tobacco (October 1968); the remainder of clothing (January 1969); toothbrushes; smokers' mechanical lighters, parts and accessories; the remainder of manicure, cosmetic and toilet requisites; gramophone records; diaries; medicaments and related goods.

RESALE PRICES ACT, 1964: List No. 7 of classes of goods the subject of declarations by the Restrictive Practices Court under Section 5

The Registrar of Restrictive Trading Agreements in pursuance of Sub-section (5) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods in respect of which the Restrictive Practices Court has refused to make an Order directing that they shall be exempted goods for the purposes of the Act.

In this list 'the Brussels Nomenclature' means the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070).

This list includes all classes of goods in respect of which the Court made declarations between January 1 and April 5, 1968.

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declaration by the Restrictive Practices Court
Chalk powder for use in drawing offices or in the preparation of tracing cloth, within heading 25.08 of the Brussels Nomenclature	April 5, 1968
Lubricants and lubricating preparations specially prepared for use on or with photographic apparatus; hydrocarbon oils and mixtures based thereon, specially prepared for use in photography other than as lubricants; all within headings 27.10 or 34.03 of the Brussels Nomenclature	April 5, 1968
Chemicals for use in photography or photographic processing falling within any heading of Chapters 28 or 29 of the Brussels Nomenclature	April 5, 1968
Ethyl methyl ketone, acetic acid and ethyl acetate, put up as thinners for use with polyester drafting, scribing or stripping materials, within headings 29.13 or 29.14 of the Brussels Nomenclature	April 5, 1968
Wadding, gauze, bandages and similar articles (including dressings, adhesive plasters and poultices), impregnated or coated with pharmaceutical substances or put up in retail packings for medical or surgical purposes, within heading 30.04 of the Brussels Nomenclature, but excluding the following products for use in dentistry: cotton wool pellets, cotton wool rolls, throat and mouth packs; and excluding tulle dressings medicated for human and veterinary use	February 23, 1968
Pharmaceutical goods, the following:	
Sterile surgical sutures, including sutures with needles attached; fibre mesh and fascia lata strips for use in the surgical repair of hernia of the abdominal wall; collagen tape for use in the surgical treatment of dropped eyelid or stress incontinence of urine within heading 30.05 of the Brussels Nomenclature; non-sterile surgical sutures of silk, linen, cotton, man-made fibres or steel wire within headings 50.08, 51.02, 54.03, 54.04, 55.05, 55.06, 59.04, 73.14, 73.15 or 90.17 of the Brussels Nomenclature	February 23, 1968
Photographic paints, varnishes, lacquers, dyes, pigments and opacifiers (including retouching and spotting media and dyes and polyvinyl alcohol solutions); photographic colouring outfits; photographic tinting sheets; retouching fluids for polyester drafting, scribing or stripping materials; all within headings 32.08, 32.09 or 32.10 of the Brussels Nomenclature	April 5, 1968
Aerosol spray-on surgical bandaging medium containing a plastic base within heading 32.09 of the Brussels Nomenclature	February 23, 1968
Ink prepared for use in photographic processing, within heading 32.13 of the Brussels Nomenclature	April 5, 1968
Carpet and upholstery shampoos, within heading 34.02 of the Brussels Nomenclature	February 23, 1968
Organic surface-acting wetting agents and antistatic solutions for use in photography and photographic processing; decoating solutions, image eradicators and corrector fluids for use in lithographic processing; photographic-lens cleaning solutions; all within heading 34.02 of the Brussels Nomenclature	April 5, 1968
Kits comprising such photographic-lens cleaning solutions as are comprised within the immediately preceding class together with applicators and other accessories thereto classified under any heading of the Brussels Nomenclature	April 5, 1968

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declaration by the Restrictive Practices Court
Domestic polishes in liquid form; metal-cleansing powder, within heading 34.05 of the Brussels Nomenclature	February 23, 1968
Film cements and adhesives for use in photography and photographic processing, within heading 35.06 of the Brussels Nomenclature	April 5, 1968
Plates of glass or other material and film – photographic (including cinematographic), sensitized, unexposed; within heading 37.01 and 37.02 of the Brussels Nomenclature	April 5, 1968
Paper, paperboard and cloth – photographic sensitized, unexposed, within heading 37.03 of the Brussels Nomenclature	April 5, 1968
Exposed and developed photographic or cinematographic film in the form of slides, reels for stereo viewers, copies and titles, sets for printing greeting cards photographically, enlarging exposure scales, masking strips or step tablets and step wedges for checking exposure; internegative test kits and negative monitoring sets, consisting primarily of exposed photographic film, developed or not; all within headings 37.04, 37.05 or 37.07 of the Brussels Nomenclature	April 5, 1968
Chemical products and flash light materials, of a kind and in a form suitable for use in photography, within heading 37.08 of the Brussels Nomenclature	April 5, 1968
Composite solvents and thinners for use with polyester drafting, scribing or stripping materials, or in photography, photographic processing or the graphic arts, within heading 38.18 of the Brussels Nomenclature.	April 5, 1968
Pharmaceutical and veterinary products, the following:	
Bone wax for use as a haemostat in orthopaedic surgery; sterile glove lubricant and absorbable glove powder; within heading 38.19 of the Brussels Nomenclature	February 23, 1968
Glazing solutions, correcting solutions, humidifiers, anticalcium powder, cleaners, and silver-recovery salts or solutions for use in photography and photographic processing; silk-screen emulsion for use in photo-engraving; anti-scratch solutions, fount etch, fountain concentrate, primer solutions, preservatives, fixatives, correctors, blanket wash and developing lacquer for use in lithographic processing; blooping ink for deleting sound track on cinematograph film; thinners for photo-lithography; all within heading 38.19 of the Brussels Nomenclature	April 5, 1968
Sensitizers for polyester drafting, scribing or stripping materials, within heading 38.19 of the Brussels Nomenclature	April 5, 1968
Erasers and drawing surface cleaners of rubber, glass, felt or plastic; erasing paste; erasing shields; sealers, transparentizers, wood powder and sandpaper blocks for drawing office use; rubber or plastic ink bottle stands; all within headings 38.19, 39.07, 40.14, 44.12, 59.02, 68.06, or 73.40 of the Brussels Nomenclature	April 5, 1968
Cleaning fluid for stencils or pens (including felt-tip pens); glass jars; metal or plastic trays and plastic funnels for use therewith; all within headings 38.19, 39.07, 70.10 or 73.38 of the Brussels Nomenclature	5 April, 1968
Unsensitized film, paper, paperboard and cloth, for drawing, drafting, tracing or scribing or for graphs and charts (including sectional material overprinted with sectional grids and guide cards for use therewith); surveyors' printed stationery; all within headings 39.01, 48.01, 48.03, 48.06, 48.07, 48.15, 48.21 or 59.07 of the Brussels Nomenclature	April 5, 1968
Polythene tubing within heading 39.02 of the Brussels Nomenclature	April 5, 1968
Film, chemically treated but not light-sensitive, for use in the photographic copying of documents, within heading 39.03 or the Brussels Nomenclature	April 5, 1968
Unsensitized acetate sheets for attaching to photographic negatives for viewing purposes, within heading 39.03 of the Brussels Nomenclature	April 5, 1968
Electrical conduit tubing, boxes, joints, connectors, trunking and parts therefor, being wholly of plastic material apart from any minor components of metal incorporated during moulding solely for the purposes of assembly, within heading 39.07 of the Brussels Nomenclature	February 23, 1968
Articles of artificial resins and plastic materials, the following:	
Surgical tubing; connectors, adaptors, gallipots and funnels for use with surgical tubes; jar lids and dispensers for medical and surgical appliances; medical examination gloves; dispensers for skin cleansing leaves; racks for clinical testing apparatus within heading 39.07 of the Brussels Nomenclature	February 23, 1968
Articles of artificial resins and plastic materials within heading 39.07 of the Brussels Nomenclature excluding the following:	
Inhalers and parts thereof; adaptors for use with self-propelled aerosol inhaling devices; devices for the introduction of a medical aerosol into the respiratory tract.	
Surgical tubing; connectors, adaptors, gallipots and funnels for use with surgical tubes; jar lids and dispensers for medical and surgical appliances; medical examination gloves; dispensers for skin-cleansing leaves; racks for clinical testing apparatus	
Eye shades.	
Protective appliances for toes, bunions and callouses.	
Articles for use in dentistry.	
Hot water bottles.	
Infant feeding bottles; measuring cups and teat caps for infant feeding bottles; teethers; teething rings; infants' pants.	
Toothbrush holders, denture baths, soap boxes.	
Artificial fingernails; cuticle pushers; spatulas for manicure, cosmetic or toilet use; artificial eyelashes; safety razors designed for use by women.	
Refillable containers for cosmetics or toilet preparations containing cosmetics and/or toilet preparations; beauty cases and other cases fitted for carrying cosmetics and/or toilet preparations.	
Powder compacts and lipstick cases.	
Materials and equipment for use by hairdressers in the permanent waving of hair, being clips, smoothing pins, trays and lids, dripping jars, formers and foam plastic sponges.	
Portable, hydrating contact-lens carriers.	
Garments designed for use with sanitary towels.	
Cases, bags, boxes, chests, racks and other containers for carrying or storing photographic apparatus or materials (including film).	
Articles for use in photography or photographic processing, the following:	
Straps or covers for photographic equipment; leader film for projectors; transparency frames and mounts; illuminated desks; measures; stirring rods; funnels; sponges; print forceps and tongs; mountings; binders; pages; albums; dye transfer blankets; masks for illuminators; slide and wet film attachments; prepared film, not sensitized, for use in photocopying; block filling systems; adaptor water hose; dust removers; jackets for the protection of microfilm; sensitivity guides for use in lithographic processing; cutter holders for use in print trimming	
Lighting fittings and shades.	
Ancillary equipment designed for use with electric lamps and lighting fittings, being cable trunking and couplings, junctions, plates and covers therefore and conduit box covers.	
Grommets, rings and sleeves for use in or with electrical equipment.	
Boxes or enclosures, covers, frames, mountings or fixings, flanges, back and end plates, labels, clamps and glands, being articles designed for use in electrical installations.	
Electrical conduit tubing, boxes, joints, connectors, trunking and parts therefor, being wholly of plastic material apart from any minor components of metal incorporated during moulding solely for the purpose of assembly.	
Shaver holders and cord rings for use with electric shavers.	
Shelves, holders, drawers, trays and table tops, designed for use with domestic electric refrigerators or deep freezers.	
Rinse bowls, hose attachments and table tops for electric washing machines, wash boilers or drying machines.	
Attachments, tubing and mouldings for use with electric hair-dressing appliances.	
Rims for shaving mirrors.	
Gate handles with steel spring for use with electric fencers.	
Dust covers for tape recorders.	
Flexible doors, reinforced with cotton cloth with steel frames.	
Handles for interchangeable saw blades, whether or not capable of holding other tools.	
Prize cups in sterling silver or silver plate, with plastic plinths.	
Inflatable mattresses, airbeds, pillows, cushions, water wings and swimming rings.	
Articles for fixing bolts, screws or studs into concrete, masonry or walling material; bolts, screws, washers, collars, pipe-clips, pipe-hangers, hooks and eyes for use therewith.	
Carry-cots; hoods and aprons for baby carriages; cot sheets; clear covers for pushchairs; cot bumpers; napkin bags, retrievers and blanket clips for cot or baby carriage use.	
Ventilators, with ducting, grilles, junction pieces and connectors.	
Index tabs, signals and eyelets for use with office paper stationery.	
Cash drawers for portable autographic registers; label holders for use with ledgers; envelopes; billing board and other equipment for holding or containing ledger posting systems and stationery forms.	
Binders and files for office use; display books; desk blotters,; menu holders.	
Telephone indexes.	
Drawing board covers; erasers and drawing surface cleaners; erasing shields; ink bottle stands; tape for use with edgebinding machines in drawing and other offices; lettering stencils; trays and funnels for use with cleaning fluid for stencils or pens.	
Cigarette cases, boxes and containers; ashtrays of the table, desk or pocket type.	
Bathroom cabinets with glass mirrors	April 5, 1968
Cuticle pushers and spatulas for manicure, cosmetic or toilet use, of artificial resins or plastic materials, within heading 39.07 of the Brussels Nomenclature.	April 5, 1968
Lettering stencils of plastic within heading 39.07 of the Brussels Nomenclature	April 5, 1968
Articles of artificial resins and plastic materials for use in photography or photographic processing, the following:	
Straps or covers for photographic equipment; leader film for projectors; transparency frames and mounts; illuminated desks; measures; stirring rods; funnels; sponges; print forceps and tongs; mountings; binders; pages; albums; dye transfer blankets; masks for illuminators; slide and wet film attachments; prepared film, not sensitized, for use in photo-copying; block filing systems; adaptor water hose; dust removers; jackets for the protection of microfilm; sensitivity guides for use in lithographic processing; cutter holders for use in print trimming; all within heading 39.07 of the Brussels Nomenclature	April 5, 1968
Articles of rubber or plastic materials, the following:	
Protective appliances for toes, bunions and callouses within headings 39.07, 40.09 or 40.12 of the Brussels Nomenclature	February 23, 1968
Rubber or plastic grommets, rings and sleeves for use in or with electrical equipment, within headings 39.07 or 40.14 of the Brussels Nomenclature	February 23, 1968
Cases, bags, boxes, chests, racks and other containers for carrying or storing photographic apparatus or materials (including film); changing bags for use in photography or photographic processing; photographic transparency sleeves; all within headings 39.07, 42.02, 44.27, 44.28, 73.23, 76.10 and 76.16 of the Brussels Nomenclature	April 5, 1968
Cigarette cases, boxes and containers; ashtrays of the table, desk or pocket type, except cigarette boxes and ashtrays when silver plated, within headings 39.07, 42.02, 69.13, 71.15, 73.38, 73.40, 74.18, 74.19, 75.06, 76.15, 76.16 or 95.02 of the Brussels Nomenclature	January 19, 1968
Powder compacts and lipstick cases, within headings 39.07, 42.02, 73.40, 74.19, 76.16, 92.08 or 95.02 of the Brussels Nomenclature	April 5, 1968
Boxes or enclosures, covers, frames, mountings or fixings, flanges, back and end plates, labels, clamps and glands, being articles designed for use in electrical installations, and made of base metal, wood or plastic, within headings 39.07, 44.28, 73.40, 74.19, or 83.14 of the Brussels Nomenclature	February 23, 1968
Tape for use with edge-binding machines in drawing and other offices, within headings 39.07 or 58.05 of the Brussels Nomenclature	April 5, 1968
Drawing board covers of textile or plastic material, within headings 39.07, 59.03 or 62.05 of the Brussels Nomenclature	April 5, 1968
Darkroom lamps (safelights) for use in photography or photographic (including X-ray) processing; filters and filter screens therefor; all within headings 39.07, 70.14, 83.07 or 85.22 of the Brussels Nomenclature	April 5, 1968
Ancillary equipment designed for use with electric lamps and lighting fittings, the following:	
Cable trunking and couplings, junctions, plates and covers therefor; conduit box covers; all within headings 39.07, 73.40, 74.13, 74.19, or 76.16 of the Brussels Nomenclature	February 23, 1968
Safety razors designed for use by women, within headings 39.07 or 82.11 of the Brussels Nomenclature	April 5, 1968
Articles of rubber, the following:	
Surgical tubing; surgical bulbs; spray bellows, drainage sheets, shields, quivers, tube funnels within headings 40.09 or 40.12 of the Brussels Nomenclature	February 23, 1968
Dispenser tubes of rubber for use in photography; blowers of rubber for cleaning photographic equipment; photographic-film washers consisting of rubber tubes with tap adaptors and rigid end portions for fitting into developing tanks; all within headings 40.09 or 40.14 of the Brussels Nomenclature.	April 5, 1968
Surgical bandages of rubber within heading 40.12 of the Brussels Nomenclature	February 23, 1968
Bite bands of rubber for use with dental X-ray material within heading 40.12 of the Brussels Nomenclature	April 5, 1968
Men's and women's coats and jackets, men's overtrousers, women's overskirts made of fabric of textile material laminated with expanded natural or synthetic rubber; all within heading 40.13 of the Brussels Nomenclature	February 23, 1968

(*Continued on next page*)

BAN ON RESALE PRICE MAINTENANCE, *continued*

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declaration by the Restrictive Practices Court
Straps and wrist loops of leather and anti-slip pads for straps, for use with cameras and other photographic apparatus or field-glasses, within headings 40.14 or 42.05 of the Brussels Nomenclature	April 5, 1968
Tobacco pouches of leather, composition leather, vulcanized fibre, artificial plastic sheeting, paperboard or textile fabric, within heading 42.02 of the Brussels Nomenclature	January 19, 1968
Cases for surveying and similar instruments within heading 42.02 of the Brussels Nomenclature	April 5, 1968
Insulated bags for household use within heading 42.02 of the Brussels Nomenclature	April 5, 1968
Bags, cases and other containers, of leather, composition leather, vulcanized fibre, artificial plastic sheeting, paperboard or textile fabric, the following:	
Carrying cases for tools, accessories and/or materials for use with polyester scribing film; within heading 42.02 of the Brussels Nomenclature	April 5, 1968
Coats of sheepskin (including curlam); women's headgear of sheepskin; all within headings 43.03 or 65.06 of the Brussels Nomenclature	February 23, 1968
Household utensils of wood, the following:	
Rolling pins; bread, cheese or chopping boards, with bread or cheese knives; all within heading 44.24 of the Brussels Nomenclature	February 23, 1968
Wooden handles for mops within heading 44.25 of the Brussels Nomenclature	April 5, 1968
Appliances for use with polyester stripping film, being cutting or stripping tools, blades and handles therefor, keys and spacers, within headings 44.25, 73.40, 82.03 or 82.10 of the Brussels Nomenclature	April 5, 1968
Drawing and stencilling boards and slopes therefor, of wood; drawing instrument troughs of steel, all within headings 44.28 or 73.40 of the Brussels Nomenclature	April 5, 1968
Paper, paperboard and articles thereof, for use in photography, photocopying, photographic or lithographic processing, the following:	
Paper chemically treated but not light sensitive, for use in photocopying; absorbent paper; unsensitized lithographic plates of paper; translucent or opaque receiving papers for use in diazo processing; tissues for dry mounting; binding strips and tapes; hypo-testers (including litmus paper); paper leader; filter papers; tinting sheets; mounts; slide masks; mounting corners; aperture cards; photo-printing filter supports; cardboard adhesive strip for negative files; drying books; negative bags; pocket art corners; transparency holders; slide magazine storage units; dental film dispensers; wallets for consignment of prints; all within headings 48.01, 48.07, 48.15, 48.16, 48.17 or 48.21 of the Brussels Nomenclature	April 5, 1968
Trade catalogues within heading 49.11 of the Brussels Nomenclature	March 1, 1968
Photographic prints and enlargements; printed control charts and masking strips of cardboard for separation of negatives in photography; all within heading 49.11 of the Brussels Nomenclature	April 5, 1968
Woven fabrics of silk, wool, linen, cotton, man-made fibres or any mixture thereof, but excluding cotton rug canvas and unsterilized cotton gauze of the kind used for bandages and dressings, within headings 50.09, 51.04, 53.11, 54.05, 54.11, 55.09, or 56.07 of the Brussels Nomenclature	February 23, 1968
Blended cotton and polyester yarn for surgical use within headings 51.03, 55.06 or 56.06 of the Brussels Nomenclature	February 23, 1968
Unsterilized cotton gauze of the kind used for bandages and dressings within heading 55.09 of the Brussels Nomenclature	February 23, 1968
Tabs of rubberized textile fabric for holding dental film within heading 59.11 of the Brussels Nomenclature	April 5, 1968
Glazing cloth for use in photographic glazing machines within heading 59.17 of the Brussels Nomenclature	April 5, 1968
Infants' muffler gloves and infant's mittens, knitted or crocheted, not elastic nor rubberized; within heading 60.02 of the Brussels Nomenclature	February 23, 1968
Stockings, under stockings, socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized; all within heading 60.03 of the Brussels Nomenclature, but excluding women's and children's stockings, socks and sockettes	February 23, 1968
Women's and children's stockings, socks, and sockettes, knitted or crocheted, not elastic nor rubberized, within heading 60.03 of the Brussels Nomenclature	April 5, 1968
Tights, knitted or crocheted, not elastic nor rubberized, within heading 60.04 of the Brussels Nomenclature	April 5, 1968
Men's and boys' undergarments (including collars, shirts fronts and and cuffs), in the case of knitted or crocheted garments not elastic nor rubberized, all within heading 60.04 or 61.03 of the Brussels Nomenclature, but excluding:	
(a) Men's and boys' shirts of knitted or woven fabrics of silk, cotton, wool, man-made fibres or any mixture of these.	
(b) Tights.	February 23, 1968
Women's, girls' and infants' undergarments in the case of knitted or crocheted garments not elastic nor rubberized, within headings 60.04 or 61.04 of the Brussels Nomenclature but excluding tights	February 23, 1968
Scourers of knitted or crocheted nylon within heading 60.05 of the Brussels Nomenclature	April 5, 1968
Men's and boys' outer garments (including boys' waterproof clothing) in the case of knitted or crocheted garments not elastic nor rubberized; all within headings 60.05 or 61.01 of the Brussels Nomenclature but excluding men's topcoats and men's raincoats	February 23, 1968
Women's, girls' and infants' outer garments (including waterproof clothing) in the case of knitted or crocheted garments not elastic nor rubberized, all within headings 60.05 or 61.02 of the Brussels Nomenclature but excluding women's coats, suits, dresses, skirts and slacks (including ensembles consisting of any two of the foregoing)	February 23, 1968
Scarves; infants' shawls; within headings 60.05 or 61.06 of the Brussels Nomenclature	February 23, 1968
Elastic hosiery, the following:	
Stockings, knee-caps, ankle-supports, leggings and thigh pieces within heading 60.06 of the Brussels Nomenclature	February 23, 1968
Men's overmitts within heading 61.10 of the Brussels Nomenclature	February 23, 1968
Polish impregnated domestic cleaning cloths of textile material, within heading 62.05 of the Brussels Nomenclature	February 23, 1968
Icing bags of textile material within heading 62.05 of the Brussels Nomenclature	April 5, 1968
Textile articles for use with photographic equipment, the following:	
Protection covers of rubberized cloth; nylon straps; cloths; all within heading 62.05 of the Brussels Nomenclature	April 5, 1968
Diffusion screens of textile material or glass fibre for photographic lighting equipment, within headings 62.05 or 70.20 of the Brussels Nomenclature	April 5, 1968
Foot exercise sandals within headings 64.01 or 64.02 of the Brussels Nomenclature	February 23, 1968

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declaration by the Restrictive Practices Court
Women's and girls' footwear with uppers and outer soles of nylon, within heading 64.04 of the Brussels Nomenclature	February 23, 1968
Insoles and heel cushions within heading 64.05 of the Brussels Nomenclature	February 23, 1968
Scribing point sharpeners within heading 68.05 of the Brussels Nomenclature	April 5, 1968
Corn and callous files within headings 68.06 or 82.13 of the Brussels Nomenclature	February 23, 1968
Manicure and chiropody sets and appliances (other than nail boards and files and corn and callous files) within headings 68.06 or 82.13 of the Brussels Nomenclature	April 5, 1968
Unworked glass jackets for sodium lamps for use in photographic darkrooms within heading 70.03 of the Brussels Nomenclature	April 5, 1968
Scribing screens of glass for use in drawing offices within heading 70.07 of the Brussels Nomenclature	April 5, 1968
Lenses, prisms, mirrors and other optical elements, unmounted, and sheets or plates of polarizing material, for use with photographic equipment or in photographic processing, within headings 70.14 or 90.01 of the Brussels Nomenclature	April 5, 1968
Laboratory, hygienic and pharmaceutical glassware, whether or not graduated or calibrated, the following:	
Tubes and droppers, for clinical testing apparatus; volume indicators for intravenous infusion and irrigation within heading 70.17 of the Brussels Nomenclature	February 23, 1968
Measures and stirring rods of glass for use in photographic processing, whether or not graduated or calibrated, within heading 70.17 of the Brussels Nomenclature	April 5, 1968
Glass covers for photographic slides, with or without frames and of other materials, within heading 70.21 of the Brussels Nomenclature	April 5, 1968
Articles of personal adornment of precious metal or rolled precious metal, excluding such articles (except articles sold with watches as matching sets) containing real pearls or precious stones and ex-excluding watch bracelets, within heading 71.12 of the Brussels Nomenclature	February 23, 1968
Articles of personal adornment, not containing precious metals (except as minor constituents), consisting of or incorporating cultured pearls or semi-precious stones, within heading 71.15 of the Brussels Nomenclature	February 23, 1968
Imitation jewellery (excluding watch bracelets) within heading 71.16 of the Brussels Nomenclature	February 23, 1968
Articles of base metal for use in photography and photographic processing, the following:	
Darkroom pins; jugs, measures, funnels and buckets; film and print clips; hangers; camera adaptor and bush screws; masks and title slides; mounting covers for prints; frames; register pin bars; wall brackets; ventilators; hanger brackets and frames; film holders; ring weights; stands for processing-dishes; steel register-strip, all within headings 73.31, 73.38, 73.40, 74.19, 76.16, 79.03 or 83.12 of the Brussels Nomenclature	April 5, 1968
Drawing pins, push pins, chart pins, indicator pins and map tacks, within headings 73.31 or 74.14 of the Brussels Nomenclature	April 5, 1968
Screws and nuts designed for fixing covers of electrical equipment; locknuts designed for use in electrical installation; all within headings 73.32 or 74.15 of the Brussels Nomenclature	February 23, 1968
Articles for table use, of iron or steel, not silverplated, within heading 73.38 of the Brussels Nomenclature, the following:	
Ice containers; toast racks; strainers	March 4, 1968
Bathroom racks and holders of wire, within heading 73.38 of the Brussels Nomenclature	March 4, 1968
Articles for kitchen use and parts of such articles, of iron or steel, of aluminium or of alloys based on aluminium, within headings 73.38 or 76.15 of the Brussels Nomenclature but excluding the following:	
Stands and handles specifically designed for glassware; table tops for domestic electric refrigerators; deep freezers, washing machines, driers or wash boilers	March 4, 1968
Centring pins, centring-pin extractors and filter drawers for use with photographic enlargers, within headings 73.40 or 82.04 of the Brussels Nomenclature	April 5, 1968
Pill boxes of copper-based alloy or of such alloy and mother of pearl; contact-lens containers and metal-cased lipstick mirrors of copper-based alloy; all within headings 74.19 or 93.02 of the Brussels Nomenclature	April 5, 1968
Eyebrow tweezers and other tweezers for manicure, cosmetic or toilet use (other than eyelash applicators), within heading 82.03 of the Brussels Nomenclature	April 5, 1968
Keys for operating and fixing electrical accessories; spanners designed solely for locking and unlocking plastic conduit components; within headings 82.03 or 82.04 of the Brussels Nomenclature	February 23, 1968
Hand tools the following:	
Photographic print forceps; clamps for use in or with photographic equipment (including lighting equipment); within headings 82.03 or 82.04 of the Brussels Nomenclature	April 5, 1968
Non-mechanical hand-operated domestic implements of base metal, having the character of tools and designed for use in kitchens or in the serving of food or drink, within heading 82.04 of the Brussels Nomenclature, the following:	
Vegetable peelers and mashers; beaters, whips and whisks; vegetable and fruit slicers; serving tongs; graters; spring-loaded food scoops; butter cutters and curlers; cheese slicers; pastry blenders, crimpers and trimmers; potato chippers; herb cutters and garnish choppers; flour sifters; pan drainers; bottle openers; corkscrews; can openers; knife sharpeners and sharpening steels; but excluding such articles when silver-plated	March 4, 1968
Blackhead extractors within heading 82.04 of the Brussels Nomenclature	April 5, 1968
Mechanical appliances, of a weight not exceeding 10 kilogrammes and of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink, the following:	
Potato and vegetable peelers; beaters; can openers; all within heading 82.08 of the Brussels Nomenclature	March 4, 1968
Knives with cutting blades, serrated or not, of stainless steel, with handles made principally of wood, for kitchen or table use, within heading 82.09 of the Brussels Nomenclature	March 4, 1968
Retouching knives for use in photography or photographic processing, within heading 82.09 of the Brussels Nomenclature	April 5, 1968
Nail scissors and cuticle scissors, within heading 82.12 of the Brussels Nomenclature	April 5, 1968
Cigar cutters within heading 82.13 of the Brussels Nomenclature	January 19, 1968
Eye-pencil sharpeners within heading 82.13 of the Brussels Nomenclature	April 5, 1968
Kitchen spoons, kitchen forks, ladles and similar kitchenware; pastry servers; toasting forks; carving forks; butter-knives; table forks when	

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declaration by the Restrictive Practices Court
sold in sets with table knives; all within heading 82.14 of the Brussels Nomenclature, but excluding silver-plated tableware	March 4, 1968
Base metal fittings, mountings, racks and the like, within heading 83.02 of the Brussels Nomenclature, the following: Hanging racks for domestic implements and tools (excluding magnetic tool racks); towel rails	March 4, 1968
Accessories for photographic enlargers, the following: Vacuum pumps; ventilating units; blowers for pulsed xenon light sources; all within heading 84.11 of the Brussels Nomenclature	April 5, 1968
Appliances for use in photography or photographic processing, the following: Blowers and blower units for projectors; chemical mixers; film loaders; filters for liquids; prepared plates for use with offset copying processes; refrigeration units; within headings 84.11, 84.17, 84.18, 84.34 or 84.59 of the Brussels Nomenclature	April 5, 1968
Bathroom scales within heading 84.20 of the Brussels Nomenclature	February 23, 1968
Pressurized spray equipment for drawing office use, within heading 84.21 of the Brussels Nomenclature	April 5, 1968
Office machines, the following: Edge-binding machines for drawings; erasing machines; both within heading 84.54 of the Brussels Nomenclature	April 5, 1968
Domestic mechanical non-electric carpet-sweepers and carpet and upholstery shampoo appliances, within heading 84.59 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	February 23, 1968
Sprinkler attachments for water taps, within heading 84.61 of the Brussels Nomenclature	March 4, 1968
Electrical goods, other than those designed for input or output voltages exceeding 3 kV, the following: (a) Motors; generators; convertors (other than rotary); transformers; rectifiers and rectifying apparatus; inductors; all within heading 85.01 of the Brussels Nomenclature, excluding the following: Transformers and inductors (chokes) for use in the starting and operation of electric discharge lamps; motors (including those known as 'transmitters') designed for use solely or principally as parts of or attachments to sewing machines; power units for use with sheep shearing machines; transformers for use with agricultural and horticultural machinery; battery chargers specifically designed for use in connection with office dictating machines, whether or not capable of other uses; goods specifically designed as parts of, accessories to, or servicing equipment for apparatus for use in photography or photographic processing, or as parts of, or accessories to, radio or television receivers, radio-frequency signal amplifiers, sound recording, reproduction or amplification equipment (other than office dictating machines, telephone amplifiers and office intercommunication equipment) or microphones, whether or not capable of other uses. (b) Parts of motors for use in dentistry classified under any heading of the Brussels Nomenclature	February 23, 1968
Magnet systems for electric motor control gear within heading 85.02 of the Brussels Nomenclature	February 23, 1968
X-ray cassettes, intensifying screens and exposure holders for uses other than in dentistry; clamping magnets for X-ray cassettes; all within headings 85.02 or 90.20 of the Brussels Nomenclature	April 5, 1968
Electrical equipment for use in photography or photographic processing, the following: Accumulators; dish heaters; dotting scribers; film and paper type units for use with colour printers; mounting and fixing irons; paper notchers and control units; portable battery lamps; print markers and print marker mounting kits; silver-recovery units; X-ray viewing lanterns; within headings 85.04, 85.05, 85.10 or 85.22 of the Brussels Nomenclature	April 5, 1968
Dotting scribers for use with polyester drafting, scribing or stripping materials, within heading 85.05 of the Brussels Nomenclature	April 5, 1968
Electric bells, buzzers, door chimes and pilot light units; within heading 85.17 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	February 23, 1968
Electric capacitors for use with photographic flash equipment, within heading 85.18 of the Brussels Nomenclature	April 5, 1968
Electrical apparatus, excluding any goods designed for electric mains operating at more than 3 kV., the following: Apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits; resistors, fixed or variable (including potentiometers), other than heating resistors; rheostatic, inductance, motor-driven and vibrating-contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels; parts of any of the foregoing; all within heading 85.19 of the Brussels Nomenclature but not including the following: Automatic changeover switches for echo sounders; battery boxes for echo sounders or electronic speedometers; electric fencers; control panels and control units for electric fencers; adaptors for use with animal dehorners; goods specifically designed as parts of, or accessories to, apparatus for use in photography or photographic processing, office dictating machines, office inter-communication systems, telephone amplifiers, radio or television receivers, radio-frequency signal amplifiers, sound recording, reproduction or amplification equipment, or microphones, whether or not capable of other uses	February 23, 1968
Neon indicator units and luminescent locators for electrical equipment, within heading 85.22 of the Brussels Nomenclature	February 23, 1968
Instruments and apparatus for use in photography or photographic processing, the following: Anti-flare attachments for light meters; thermometer-regulators; densitometer illuminators; film illuminators; pulsed xenon light sources for use with enlargers; testers for photographic flash and lighting equipment; within headings 85.22, 90.25 or 90.28 of the Brussels Nomenclature	April 5, 1968
Insulated (including enamelled or anodized) electric wire and cable (including co-axial cable), fitted with a connector or connectors at one or both ends, within heading 85.23 of the Brussels Nomenclature, but not including the following: Cable for use with electric hedge trimmers; wire and cable specifically designed as parts of, or accessories to, apparatus for use in photography or photographic processing, office dictating machines, office inter-communication systems, telephone amplifiers, radio or television receivers, radio-frequency signal amplifiers, sound recording, reproduction or amplification equipment, or microphones, whether or not capable of other uses	February 23, 1968
Insulating mountings and bushes for use with electric busbars, excluding such articles designed for electrical mains operating at more than 3 kV., within heading 85.25 of the Brussels Nomenclature	February 23, 1968
Insulating fittings for electrical appliances or equipment, being fittings wholly of insulating material, apart from any minor components of metal incorporated during moulding solely for purposes of assembly, but not including insulators, within heading 85.26 of the Brussels Nomenclature	February 23, 1968
Lenses, prisms, mirrors and other optical elements, of any material, mounted, being parts of or fittings for instruments or apparatus, other than such elements of glass not optically worked; parts and accessories therefor; all within heading 90.02 of the Brussels Nomenclature	April 5, 1968
Photographic cameras, photographic flashlight apparatus, both within heading 90.07 of the Brussels Noemcnlature	April 5, 1968
Parts and accessories (other than lenses) for photographic and cinematographic cameras, projectors or flashlight apparatus, for cinematographic sound recorders and reproducers or for photographic (except cinematographic) enlargers and reducers, within headings 90.07, 90.08 or 90.09 of the Brussels Nomenclature; such parts as are described above, within any other headings of the Brussels Nomenclature	April 5, 1968
Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles; all within heading 90.08 of the Brussels Nomenclature	April 5, 1968
Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers both within heading 90.09 of the Brussels Nomenclature	April 5, 1968
Apparatus and equipment of a kind used in photographic or cinematographic laboratories; photocopying apparatus (contact type); parts and accessories for the foregoing; spools or reels for film; screens for projectors; all within heading 90.10 of the Brussels Nomenclature	April 5, 1968
Microscope attachments, adaptors, and adaptor tubes for photographic cameras; clamping rings and mounts therefor; all within heading 90.12 of the Brussels Nomenclature	April 5, 1968
Photograph viewers; magnifying glasses; photographic-enlarging magnifiers and focus finders; film inspection units; binocular extension hoods for use with cameras; all within hading 90.13 of the Brussels Nomenclature	April 5, 1968
Surveying (including photogrammetrical surveying) instruments; surveying compasses; surveying rangefinders; accessories for the foregoing; all within heading 90.14 of the Brussels Nomenclature; parts classified under any heading of the Brussels Nomenclature	April 5, 1968
Rangefinders for use in photography; accessories therefor; both within heading 90.14 of the Brussels Nomenclature; parts of such rangefinders classified under any heading of the Brussels Nomenclature	April 5, 1968
Drawing instruments (other than dividers and squares not designed primarily for use in drawing offices or by architects or surveyors); mathematical calculating instruments, drafting machines, pantographs and slide rules, but not including nautical chart instruments; disc calculators and the like (other than photographic exposure calculators, computors and guides); marking-out instruments, measuring or checking instruments, appliances and machines, designed primarily for use in drawing offices or by architects or surveyors; planimeters, integrators, integraphs and harmonic analyzers; parts and accessories of the foregoing; all within heading 90.16 of the Brussels Nomenclature	April 5, 1968
Photographic exposure calculators, computers and guides; measuring chain and mesh for use with photographic equipment; all within heading 90.16 of the Brussels Nomenclature	April 5, 1968
Medical, surgical and veterinary instruments and appliances, the following: Catheters and spigots therefor; syringes; hypodermic needles; insufflators; sterile surgical tubes; scalpel blades and handles; sphygomanometers; tourniquet ice caps; cannulae; ring pessaries; suture needles; steel gauze for use in the surgical repair of hernia; tantalum wire, gauze and braided sutures; blood transfusion equipment; disposable blood and solution administration equipment; sets and accessories for administering solutions; disposable enema sets; veterinary instruments not comprised above; all within heading 90.17 of the Brussels Nomenclature	February 23, 1968
Artificial kidneys, perfusion oxygenators within heading 90.17 of the Brussels Nomenclature; parts and accessories therefore classified under any heading of the Brussels Nomenclature	February 23, 1968
Mouth resuscitation tubes within heading 90.18 of the Brussels Nomenclature	February 23, 1968
Tantalum sheet and foil sutures within heading 90.19 of the Brussels Nomenclature	February 23, 1968
Medical and surgical appliances, the following: Bunion protectors and springs, hammer toe springs, arch supports and binders within heading 90.19 of the Brussels Nomenclature	February 23, 1968
Thermometers for use in photographic processing or with X-ray equipment; hypo-testers in the form of rubber balls for testing concentration; both within heading 90.23 of the Brussels Nomenclature	April 5, 1968
Instruments and apparatus for use in photography or photographic processing the following: Automatic replenishment systems for processing machines; battery-testers; colour-negative accessors and parts thereof; densitometers; electronic exposure computers; electronically controlled timers; exposure meters; photometers and calibrating strip therefor; silver estimators; voltmeters; all within headings 90.25 or 90.28 of the Brussels Nomenclature	April 5, 1968
Ammeters for use in connection with electric motor control gear within heading 90.28 of the Brussels Nomenclature	February 23, 1968
Apparatus with clock or watch movement (including secondary movement) or with synchronous motor, for measuring, recording or otherwise indicating intervals of time, for photographic use, within heading 91.05 of the Brussels Nomenclature	April 5, 1968
Magnetic recording heads for cinematograph projectors, within heading 92.13 of the Brussels Nomenclature	April 5, 1968
Stands for X-ray viewing lanterns within heading 94.02 of the Brussels Nomenclature	April 5, 1968
Filing cabinets, storage cabinets and trolleys for use in photographic laboratories or workshops, within heading 94.03 of the Brussels Nomenclature	April 5, 1968
Colour film safelight filter screens of gelatine within heading 95.08 of the Brussels Nomenclature	April 5, 1968
Mops (including sponge-mops) for floors, walls, ceilings, furniture or motor cars; parts thereof; interchangeable heads for sponge-mops; all within heading 96.02 of the Brussels Nomenclature	April 5, 1968
Plate scrapers within heading 96.02 of the Brussels Nomenclature	April 5, 1968
Squeegees (other than roller squeegees) for use in photographic processing, within heading 96.02 of the Brussels Nomenclature	April 5, 1968
Cuff links within heading 98.01 of the Brussels Nomenclature	February 23, 1968
Cigarette holders and filters therefor, within heading 98.11 of the Brussels Nomenclature	January 19, 1968

R. L. SICH,
Registrar of Restrictive Trading Agreements
May 2, 1968.

(Continued on next page)

Information about Australia and New Zealand

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BAN ON RESALE PRICE MAINTENANCE, *continued*

RESALE PRICES ACT, 1964: List No. 1 of classes of goods the subject of exemption orders by the Restrictive Practices Court under Section 5

The Registrar of Restrictive Trading Agreements in pursuance of Sub-section (5) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods in respect of which the Restrictive Practices Court has made an Order directing that they shall be exempted goods for the purposes of the Act.

In this list 'the Brussels Nomenclature' means the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070).

Goods exempted from the ban on maintenance of minimum resale prices	Date of Order by the Restrictive Practices Court
Printed books, booklets, brochures, pamphlets and leaflets; all within heading 49.01 of the Brussels Nomenclature	March 1, 1968
Children's picture books, other than painting or drawing books, within heading 49.03 of the Brussels Nomenclature	March 1, 1968
Maps (including atlases, wall maps and topographical plans) printed, within heading 49.05 of the Brussels Nomenclature	March 1, 1968

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING CHANGES have taken place during April in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

P. R. Grimshawe & Company Limited, East Parade Chambers, 10 East Parade, Leeds, 1.
A. Rosenthal & Partners Limited, 31 Throgmorton Street, London, E.C.2.
Tyndall Limited, 18 Canynge Road, Bristol, 8.

Exempted Dealers

Additions

American Express International Banking Corporation, 25 Abchurch Lane, London, E.C.4.
Long, Till & Colvin Limited, 34 King Street, London, E.C.2.
Midland Bank Finance Corporation Limited, 30 St. Swithin's Lane, London, E.C.4.

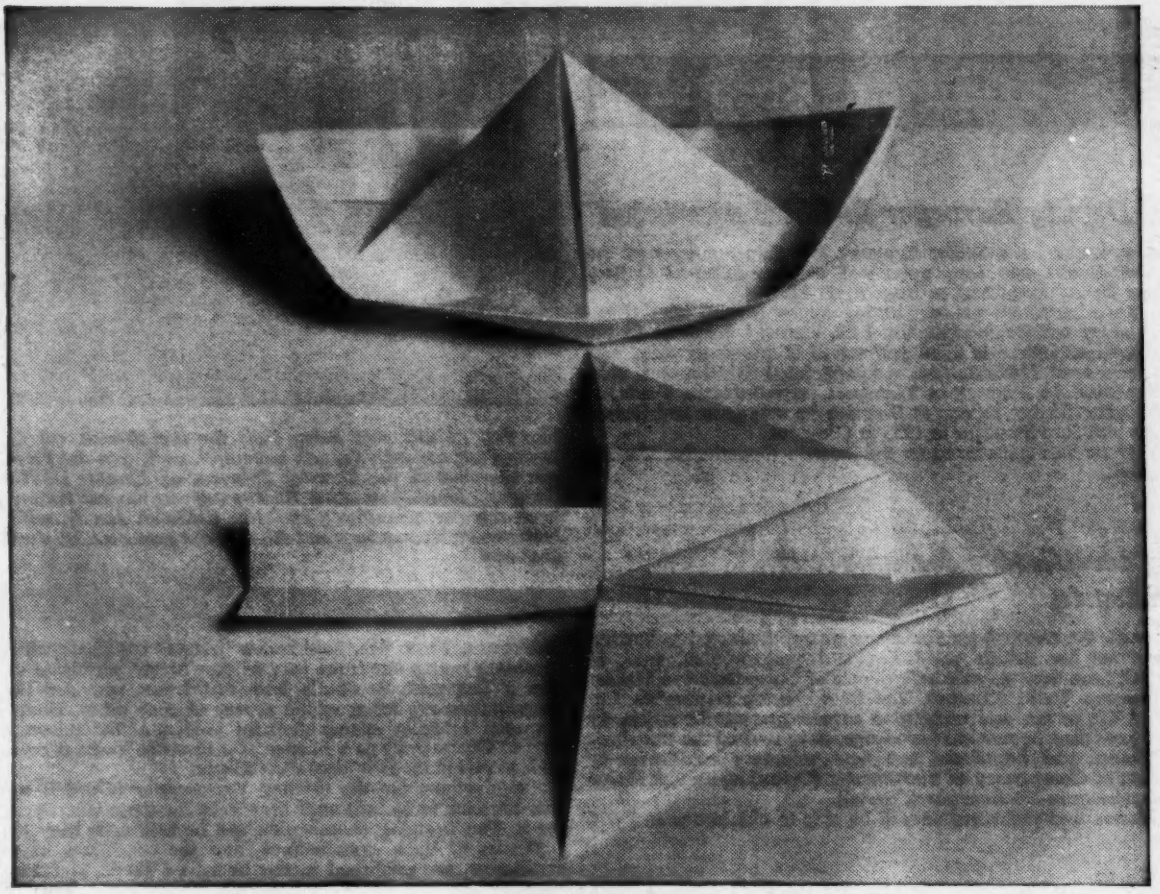
Deletion

B. W. Blydenstein & Co.
Arnoldus Johannes Van Asdonk, Rein Adriaan Vreede, Netherlands Trading Society (London) Limited, and The Twentsche Bank (London) Limited.

Nottingham conference for exporters

A ONE-DAY Export Conference at the Victoria Hotel, Nottingham, has been organized by the Nottingham Export Association for May 15.

The conference will be opened by the Lord Mayor of Nottingham and chaired by Mr. H. B. Hackson, chairman of the Council of the Institute of Export. The conference fee is £2 10s., which includes refreshments and luncheon. Applications should be sent to the Organizer, Mr, John Ryley, 46 Ringwood Crescent, Wollaton, Nottingham.



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3. Air Canada lightens the load. A heavy article can be 50% lighter when it travels by Air Canada jet. Plastic containers can replace unwieldy crates. Casing costs are cut by half.

4. Air Canada costs you less on insurance. Insurance companies know Air Canada air freight is safer. Goods are less likely to be stolen in handling or transit. Insurance rates can be as low as one-seventeenth of sea rates.

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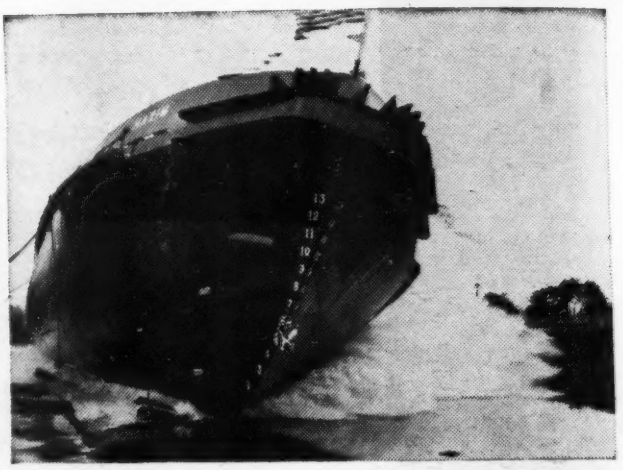
Aviation and Shipping

BoT Deputy Surveyor-in-Chief appointed

MR. R. E. KNOWLES, a Senior Engineer and Ship Surveyor of the Board of Trade, has been appointed as an additional Deputy Engineer Surveyor-in-Chief as from April 22.

Mr. Knowles served his engineering apprenticeship with Glanmor Foundry and Engineering Co. Ltd., Llanelly. He went to sea as an Engineer Officer in 1934 and served in passenger ships and cargo liners until 1945 when he was appointed Engineer and Ship Surveyor with the Ministry of Transport, now Board of Trade, at Cardiff. After further service at Swansea he was promoted Senior Engineer and Ship Surveyor in 1955 at Glasgow.

In 1959 he was transferred to the Board's Consultative Branch in London.



The first of two tugs being built for the Kuwait Oil Company Limited for use with the new mammoth tankers in the Persian Gulf was launched at the Beverley Shipyard of Charles D. Holmes & Company Limited on April 30. The tug was named 'Hazim' (which is Arabic for 'Steadfast') by Mrs. Rahimah Jarrah, wife of the Minister Plenipotentiary and Chargé d'Affaires a.i. at the Kuwaiti Embassy.

New certificates for amateur yachtsmen

THE BOARD OF TRADE have for many years conducted voluntary examinations for British yachtsmen and yachtswomen, who, if successful, have been granted a Certificate of Competency as Master of a Pleasure Yacht (Coastal). The Board, being responsible for safety of life at sea, and wishing to encourage amateur sailors to become proficient in nautical knowledge, have revised the examination syllabus and introduced two new voluntary certificates – a Certificate of Competency as Yachtmaster (Ocean) and a Certificate of Competency as Yachtmaster (Coastal).

Yachtsmen and yachtswomen will be able to obtain one or both certificates. Those who hold a new 'coastal' certificate will be able to obtain exemption from part of the 'ocean' certificate examination if they wish to obtain both certificates, provided that both examinations are taken within a year of each other. There will be a special 'bridging' examination for holders of the existing Certificate of Competency as a Master of a Pleasure Yacht (Coastal) who wish to obtain the new 'ocean' certificate.

Examinations for the existing Yachtmaster (Coastal) certificate will continue to be held until May 1969 for those who are studying for it. The 'bridging' examination will be held until May 1970.

Details of these examinations, and the conditions of issue of certificates, are published in the Board of Trade Merchant Shipping Notice No. M534, which may be obtained free from the Board's Mercantile Marine Offices or the Board of Trade Marine Library, Norman Shaw North Building, London, S.W.1. Inquiries about the new examinations should be directed to the Board's Principal Examiner of Masters and Mates, Room 507, Eagle House, Cannon Street, London, E.C.4 (Tel. 01-623 2000).

The 'George N. Papalios', delivered by Bartram & Sons Limited two months early, is the second SD14 completed this year by the Sunderland yard for the Aegis Shipping Co. of Piraeus. Designed by Austin & Pickersgill Ltd., Sunderland, the SD14 offers remarkably low-cost operation and maintenance. New load line regulations to be confirmed in June will increase the deadweight from 14,615 tons to about 15,000 tons.

Liverpool's Gladstone Container Terminal now in use

THE £1 MILLION Gladstone Container Terminal at the Port of Liverpool became operational on May 1, when the specially equipped container ship 'Estremadurian', operated by Ellerman and Papayanni Lines, inaugurated the company's new weekly container ship service to Portugal. She loaded containers for Oporto and Leixoes from the South Berth of the Terminal.

The 'Estremadurian' was followed on the berth next day by the United States Lines ship 'American Veteran' scheduled to load containers for ports on the East Coast of the United States.

The Gladstone Container Terminal will become fully operational in July with the commissioning of the first of two Stothert and Pitt 35 ton container cranes on the North Berth. These cranes are now in course of erection and the remaining Clark Van Carriers will be delivered in the course of the next two months.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, **Board of Trade Journal,** *Room* **127,** *Board of Trade,* **1** *Victoria Street, London, S.W.1* **(***Tel.* **01-222 7878,** *Ext.* **2653/6)** *and not to HMSO,*

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 1416.

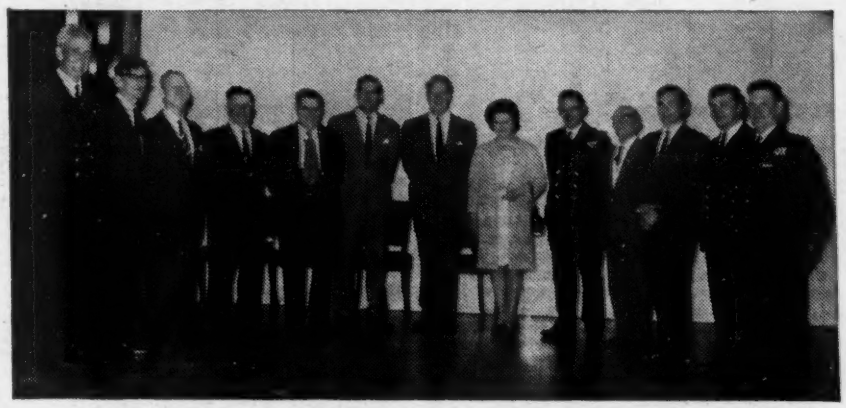
TUESDAY, APRIL 30

Radar at third London airport

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, asked whether the third London airport would have radar equipment, said this would depend on the volume and type of traffic for which it catered.

Purchase of new aircraft by BOAC

A Member who inquired whether the purchase by British Overseas Airways Corporation of a new aircraft following the loss of the Boeing 707 in the accident at Heathrow on April 8, had been approved, was told by Mr. Mallalieu: 'Yes. Following the unfortunate loss of a Boeing 707-436 in the accident at Heathrow on April 8, BOAC found themselves faced with an immediate and serious shortage of capacity which would continue to be felt for a substantial period. Since it was not possible to overcome the problem by accelerating delivery of any aircraft already on order, BOAC decided, with the approval of my right hon. Friend, to take advantage of an immediate opportunity of buying a Boeing 707-320C in course of construction from Saturn Airways which can be delivered in June. The dollar expenditure involved will be financed by BOAC through overseas borrowings.'



Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, presented British Empire Medals at the Board of Trade in London to six members of the Merchant Navy, the Master of the Varne Light Vessel and the Station Officer of HM Coastguard Station 'St. Just'. Also presented were an Imperial Service Medal to a former Senior Paperkeeper at the Board of Trade, a Queen's Commendation for Brave Conduct to the Mate of the coaster 'Glenshira', a Royal Humane Society Award to the Coastguardsman-in-Charge at HM Coastguard Station, Arbroath, and an Award for Saving Life at Sea to a Junior Engineer of the tanker 'British Crown'. The picture shows, from left to right: Mr. William Bate, Mr. John Harland, Mr. Alexander Johnston, Mr. Andrew Hain McDonald, Mr. Clifford Osburn, Mr. Leslie Jack Wighton, Mr. J. P. W. Mallalieu, Mrs. Mallalieu, Mr. John Alfred Turner, Mr. David Richard Parry, Mr. Murdo McKinnon, Mr. Jack Easton, and Mr. Alexander Cargill. Also present (but not in the picture) was Mr. Ernest Johannes Weinberg.

THURSDAY, MAY 2

Third London airport

Mr. Crosland, President of the Board of Trade was asked to give an assurance that all individuals, organizations and authorities in areas under consideration as possible sites for the third London airport would be given ample time to submit their views to the inquiry when it took evidence. He answered: 'The inquiry will, I am confident, ensure that adequate time is made available for all concerned to submit their views.'

FRIDAY, MAY 3

Re-routing of aircraft

Asked what considerations led him to approve the re-routing of aircraft on international flights over Worthing, rather than over less densely populated parts of the coast: what publicity was given to proposed changes before a decision was made; and what consultation he had to ascertain the views of those likely to be affected by increased aircraft noise, Mr. Mallalieu said: 'The increasing volume of traffic at Heathrow and Gatwick has necessitated the westward extension of the London Terminal Area, and consequently the broadening of the airway band crossing the south coast. The general effect is therefore not to concentrate traffic over any one place but to spread it more widely. The new routing was fully discussed with representatives of all the flying interests concerned, and the noise implications were thoroughly examined.'

In reply to a further question on what changes had been made in international air routes over Worthing during the last year; what was the width of the traffic lanes now being used and the minimum height at which aircraft using the traffic lanes were allowed to fly when crossing the coast, he said that on April 5, a new airway came into operation, covering the area between Brighton and Littlehampton and contiguous with an existing airway to the east. Aircraft passing over the coast within five miles of Worthing should not be below 6,500 ft. and normally would be much higher.

Government Publications

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Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

TUESDAY, APRIL 30

Office development in Bedford and Wellingborough

Asked how many square feet of office development had been approved in Bedford and Wellingborough, respectively, during the past two years, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, answered that since the office control was extended to Bedford and Wellingborough on July 21, 1966, the area approved in Wellingborough had been 36,000 sq. ft. In Bedford, one office development permit had been issued, but as the scheme had not been completed she was not at liberty to give the area because of the risk of disclosure of an individual firm's intentions. Since July 27, 1967, permits had not been required in Bedford and Wellingborough for areas not exceeding 10,000 sq. ft.

Manufacturing firms in Scotland

Mrs. Dunwoody was asked of the establishments employing 93,000 persons set up since 1945 by non-Scottish manufacturing companies, how many of the companies are English companies, United States companies and companies of other countries, respectively; and if she would break down the 93,000 into constituencies. She answered that about 320 establishments in manufacturing industry, now estimated to employ about 100,000 people, had been set up in Scotland by non-Scottish firms since 1945. Mrs. Dunwoody continued: 'Of these about 80 have been set up by United States firms, about 20 by other overseas firms and the rest are of English or Welsh origin. I regret that the information requested in the latter part of the question is not available.'

WEDNESDAY, MAY 1

Proposed amendment to Copyright Act

Speaking of recent developments in the perfection of copying machines, by means of which many firms and other organizations now photostated extracts from books, memoranda and documents and made them available to their staff or members without reimbursement to the persons possessing the copyright of the original document, a Member asked whether, by introducing an amendment to the Copyright Act or other means, it was proposed to take action in this matter. Mr. Edmund Dell, Minister of State, Board of Trade, said: 'I am aware of the problem; but it is not easy to find a satisfactory solution for it. There has been much international discussion of this subject and there is to be a meeting this summer at which this country will be represented. Meanwhile the Society of Authors and the Publishers Association have issued as a guide a pamphlet entitled "Photocopying and the Law".'

THURSDAY, MAY 2

United States investment in British industry

Mr. Edmund Dell, answering a question on Government plans to limit the extent of United States investment in British industry, said that cases involving the takeover of existing companies, which by their size or their nature constituted a vital part of British industry, were already considered, and would continue to be considered, on their merits. 'Subject to that safeguard, it remains our general policy to welcome investment in this country by United States and other foreign companies' said Mr. Dell.

The Craven Insurance Co. Ltd.

The following statement on the recent collapse of the Craven Insurance Company was made by Mr. Anthony Crosland, President of the Board of Trade, in response to a Member's request:

'On August 3, 1967, officers of the Board of Trade were appointed under Section 109 of the Companies Act, 1967, to make inquiries of the company.

'On August 15 the Board, in accordance with Section 68 of the Act, gave notice of their intention to restrict the business of the company and invited the company to make, within one month from the date of the service of the notice, any representations which it desired to make with respect to the proposed exercise of the Board's power under Section 68. The company represented that it was solvent and undertook to engage independent accountants with a view to establishing its solvency.

'As evidence to the satisfaction of the Board had not been produced, they presented a petition to the Court on December 12 to wind up the company on the ground that it had not the margin of solvency required under the Insurance Companies Acts. The Court dismissed the petition on February 9 on certain undertakings from the company, including an undertaking that it would increase its share capital by £124,000. In fact £200,000 of additional capital was paid up on February 16 by different parties from those mentioned in the course of the hearing.

'After discussion with the Board the company on April 29 presented its own petition to the Court for the compulsory liquidation of the company on the ground that its liabilities exceeded its assets. The petition is due to be heard on May 27. On the application of the company the Senior Official Receiver has been appointed provisional liquidator.

'On the advice of the Board of Trade the company has notified its policyholders of the cancellation of their policies and has advised them to insure immediately with other insurers.'

Retail mark-up on furniture

'I am making inquiries into the practice' said Mr. Dell, asked to take steps to ensure that the small increase in purchase tax on furniture products was not further increased by the addition of retail mark-up.

On the same subject, a Member asked if the President was aware that the retail mark-up on furniture products was in some cases as high as 85 per cent, and whether he was satisfied that the benefits derived from the use of modern methods and technology in the manufacture of furniture, and from the close co-operation between management and trade unions in the industry, resulting in the maximum utilization of resources and a good quality product at minimum cost, were being reflected in the retail prices being charged to consumers. Mr. Dell, answering, said the question of distributors' margins in the furniture industry had already been referred to the National Board for Prices and Incomes. No doubt the points raised would be considered in the course of the Board's investigation.

BoT factories in Wales

In reply to a question on action taken to find tenants for the two factories at present unoccupied in the borough of Rhondda, Mrs. Dunwoody said there was one Board of Trade factory unoccupied, at Llwynypia. 'We are continuing to bring it to the notice of suitable industrialists' she said. 'It is in a special development area and the additional benefits announced in November 1967 are available to incoming firms.'

Industrial grants in development areas

The following details covering the full periods during which grants have been payable under the Local Employment and the Industrial Development Acts was given by Mrs. Dunwoody to a Member who asked for the total amount of grants paid to industries in each of the scheduled development areas.

£ million

	Payments of Investment Grants	Payments of grants under the Local Employment Acts (a)	Offers of grants under the Local Employment Acts (a)
Period:	1.4.67 to 31.12.67	1.4.60 to 31.12.67	1.4.60 to 31.12.67
Development Areas			
Northern	41·0	(b)	26·3
Merseyside	21·9		27·8
South Western	1·2		1·4
TOTAL ENGLAND	64·1	35·2	56·1(c)
Scottish	28·6	23·8	37·3
Welsh	13·6	2·9	5·7
All Development Areas	106·3(d)	61·9	99·1(c)

(a) Includes building grants, plant and machinery grants and grants for the general purposes of undertakings. Figures include the former development districts.
(b) Not available. Some indication of breakdown is given by the offer figures.
(c) Includes £0.6 million offered to projects in the former development districts not included in the development areas.
(d) In addition, some £650,000 was paid to the construction industry and cannot be allocated to areas.

MONDAY, MAY 6

The Russell papers

In answer to an inquiry about the export of the Russell papers Mrs. Dunwoody said that no application for an export licence had been received. Should an application be received, it would be subject to the normal procedure for such manuscripts as set out in the Notice to Exporters on the Export of Works of Art and Antiques dated September 26, 1966.

Rhodesian tobacco in the United Kingdom

Answering a question on stocks of Rhodesian tobacco in the United Kingdom at the end of November 1965 and at the end of 1966 and 1967 Mr. Dell said bonded stocks of Rhodesian tobacco were: November, 1965: 153.4 million lb.; December, 1966: 85.7 million lb.; December, 1967: 37 million lb. The figure for November, 1965 included a small amount of Zambian tobacco.

EFTA duties on alcoholic beverages

A Member asked which of the European Free Trade Association countries conceded preferential rates of duty on imports of cider, beer, wines or spirits produced in other European Free Trade Association countries and whether such preferences could be granted by the United Kingdom. Mrs. Dunwoody replied that cider and wines were in Annex D to the EFTA Convention and were not therefore eligible for EFTA tariff treatment. But Denmark, Norway and Sweden allowed certain categories of wine of EFTA origin to to enter free of import duty.

Mrs. Dunwoody continued: 'The treatment of alcoholic beverages of EFTA origin which are not in Annex D varies according to the type of beverage and the country concerned; all EFTA countries give preferences on some beverages. In some cases, the duty is regarded wholly as a revenue duty and no preference is accorded; in other cases, part of the duty has been declared a revenue duty and the remainder (the protective element) has been eliminated; in still other cases, the whole of the duty has been eliminated. In Portugal, which has a slow timetable of EFTA tariff reduction, beverages with a protective element in the duty have had 40 per cent of this element eliminated. All the other EFTA countries also levy other duties and taxes at varying rates on alcoholic beverages.

'The United Kingdom gives no preferences on the alcoholic beverages in Annex D, that is on cider and wines. The protective elements in the duties on EFTA beers and spirits have been eliminated but the parts of the duties which are regarded as revenue duties are still levied. The rates of duty are as follows: –

	Tariff Heading	Rate of Duty	
		Full	EFTA
22.03	*Beer made from malt:*		
	(A) Of any description (other than mum, spruce, black beer, Berlin White beer or other preparations of a similar character, of an original gravity of 1200° or more) where the worts thereof were before fermentation of a gravity:	*For every*	*36 gallons*
	(1) Of 1030° or less	£ s. d. 10 8 8	£ s. d. 9 8 8
	(2) Exceeding 1030° for the first 1030°	10 8 8	9 8 8
	For every additional degree in excess of 1030° .	8 0	8 0
	(B) Of the descriptions called or similar to mum, spruce, black beer, Berlin White beer or other preparations of a similar character where the worts thereof were before fermentation of a gravity of 1200° or more . . .		
22.09	*Spirits (other than those of heading 22.08); liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:*		
	(A) Liqueurs, cordials, mixtures, and other preparations in bottle, entered in such a manner as to indicate that the strength is not to be tested:	*Per liquid gallon*	
	(1) If warehoused 3 years or more .	£ s. d. 23 6 0	£ s. d. 23 2 6
	(2) If not warehoused or warehoused less than 3 years .	23 8 0	23 4 6
	(B) Other spirits (including spirituous beverages having the character of spirits, and liqueurs:	*Per proof gallon*	
	(1) Of warehoused 3 years or more .	£17 5 3	£17 2 9
	(2) If not warehoused or warehoused less than 3 years .	£17 6 9	£17 4 3
	(C) Other . . .	10%	Free

The United Kingdom thus grants preference on imports of beer and spirits of EFTA origin but not on wines and cider. Changes in these arrangements are a matter for the Chancellor of the Exchequer.'

Exports to Zambia, Malawi, and South Africa

Mrs. Dunwoody, asked to state the share of United Kingdom exports in Zambian and Malawi imports in each of the calendar years 1965, 1966 and 1967, and in South African imports in the calendar years 1958 to 1967, gave the following information up to 1966. Data for 1967 was not yet available:

Imports from the United Kingdom as a percentage of total imports

ZAMBIA:	1965	20.0
	1966	22.1
MALAWI:	1965	25.3
	1966	31.0
SOUTH AFRICA*:	1958	33.8
	1959	31.0
	1960	28.4
	1961	29.1
	1962	30.3
	1963	30.1
	1964	28.6
	1965	28.3
	1966	27.7

* Excluding immigrants' effects, small value parcel post, and other items not allocated by country of origin.

Export of arms

A Member who inquired what steps were taken by the Board of Trade, to ensure that arms exported under licence reached only their stated destination and were not resold, was told by Mrs. Dunwoody that export licences for arms supplies were normally granted only in respect of orders placed by Governments or their accredited agents against genuine military requirements. 'In these circumstances we have no reason to believe that arms do not reach their stated destination, and we do not place a restriction on their subsequent resale', said Mrs. Dunwoody.

Copper imports

Several questions on the import of copper were answered by Mr. Dell. Mr. Dell said he would consider the suggestion that the London Metal Exchange three month forward price for copper be substituted for the spot price in table 167 (March 1968) of the *Monthly Digest of Statistics*, that much the greater part of United Kingdom copper imports bought at producer prices in 1965 when estimating the extra cost of copper imports to the United Kingdom balance of payments due to the Rhodesian situation, were at producer prices; and – asked for his assumptions about the short run price elasticity of demand for copper as a basis for his estimate of the cost to the United Kingdom balance of payments of the change from a fixed producer price for contract copper to a price equivalent to the London Metal Exchange three months forward price in April 1966 that demand for copper was relatively inelastic to price changes in the short term.

Unemployment in the Fylde

'I am aware of the Report and would welcome the creation of suitable additional employment in this area,' said Mrs. Dunwoody, replying to a Member who drew her attention to the Report of the North-West Economic Planning Council on Unemployment in the Fylde which showed that the number of unemployed clerical workers tended to exceed unfilled clerical vacancies by a substantial margin even in mid-summer.

3,500 MILE SALES TOUR

As part of the Racal plan to expand further its European sales, an intensive sales drive, utilizing the group's touring exhibitions vehicle, began recently. In conjunction with Racal European Agents and the Racal Office in Bonn, a series of exhibitions has been arranged for customers interested in the range of products in the fields of electronic digital instrumentation and professional radio communications. Exhibitions have been planned in Belgium, Holland, Germany (including Berlin), Poland, Czechoslovakia, Hungary, Austria and France. While in Hanover the equipment was removed from the vehicle and displayed on the two Racal agents stands (Communications and Instruments) at the Hanover Fair. In all, the vehicle which has a basic team of three will travel some 3,500 miles. The picture above shows the members from whom the interchangeable team are drawn.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
May 16 .	Miscellaneous stores	County Hall, Botchergate, Carlisle . .	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

Electrical, radar and radio equipment and spares; power units; rotary transformers; oscillators; multimeters; oscilloscopes; voltmeters; control units; rectifiers; aircraft and radio test sets; radar receiving units; radio receivers; various electrical connectors; 6 and 12v. lead acid batteries; aircraft aerials; various signalling units; electric hand drills; machine tools including hand and bench drills; bench grinding machines; motorized flexible drives; valve refacing and grinding machines; electric motors; hydraulic tube bending machine; 3½ in. centre lathe; various ropes, slings and sheave blocks; fire extinguishers; Everett-Edgcumbe operation graphers, 40 channel; large quantities of wood packing cases, plywood boxes, cardboard packing pieces, cylinders, discs, squares and cartons; polythene sheets; corrugated wrapping; rubber and bakelite packing pieces; corrugated fibreglass packing pieces; bandoliers and a large assortment of general stores.

May 21-22 .	Miscellaneous stores and equipment . .	Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham, Kent.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)

Soil Stabilization Train Mk. 2 towed by Platypus R6 diesel driven crawler tractor; earth rammers; generating sets; compressors; quasi arc welding electrodes; tubular scaffolding and scaffolding clips; gravity roller conveyor; MT spares; drilling; slotting; milling, grinding, facing and keyseater machines; lathes; woodworking machinery; radar spares and electrical equipment; laboratory equipment; auto weighing and packing machines; fire extinguishers; large quantities of ankle boots; white and coloured blankets; greatcoats; shirts; trousers; blouses; vests; mens' drawers; web equipment; rags; sea kit bags; carpets and carpet pieces; rubber outer covers; prismatic binoculars; wristlet watches; 10-ton cold store; large quantities of furniture, small tools, and numerous other items of general stores.

June 6 .	Aircraft equipment, miscellaneous stores .	No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminister, Worcs. (Tel. 2053.)

Coventry Climax engines; electric motors; electrical equipment and spares including, rectifiers; inverters; alternators; transformers; regulators; switches; meters etc.; generators; fuel pumps; batteries; cameras and photographic equipment; film and bromide paper; aircraft wheels, brake units, cockpit covers; cushions, seats, valves etc.; aircraft tyres; clothing including, greatcoats, raincoats, jackets, blouses, trousers, khaki drill, shirts, underwear, etc.; webbing equipment; wooden boxes; furniture and a large quantity of **corrugated iron sheets of various dimensions.**

June 11-13 .	Miscellaneous equipment and stores . .	Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)

Machine tools including, bench, pillar and radial drills; centre, capstan, turret and watchmakers lathes, plain and horizontal millers; stone shaper; engraver; sanding and screw gauging machines; borers; cylinder and crankshaft grinding machines, etc.; large quantities of aircraft tyres and motor vehicle spares; wooden boxes and packing pieces; radar, radio and wireless equipment and spares; two-wheeled machine shop trailers; various paints and primers; plant and equipment; cameras and photographic equipment; large quantity of coloured blankets; black cotton webbing ½" and 1"; Wigan cloth; lifting equipment; and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence auction sale to be held at CHATHAM on May 21 and 22, 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues price 1s. 0d. (postal order only) are available from the auctioneers, Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

SOIL STABILIZATION TRAIN Mk. 2

A Howard single pass SOIL STABILIZATION TRAIN Mk. 2, comprising 6 ft. Soil Stabilizer and Cement Spreader on pneumatic tyred wheels, Compactor Unit on crawler tracks with six 5 cwt hydraulic stampers driven by Perkins L.4 diesel engine, towed by Platypus R.6 diesel driven crawler Tractor with 6 cylinder engine, will be offered for sale by auction at the Ministry of Defence auction sale to be held at CHATHAM on May 21, 1968. A catalogue, price 1s. 0d. (postal order only) may be obtained fron the auctioneers, Fuller, Horsey, Sons & Cassell, 10 Lloyds Avenue, London, E.C.3.

CAMERAS

A large quantity of CAMERAS, including CONTAX, FINETTA, ISOLETTE, MIKROMA, MINOLTA, RETINA and ROBOT will be offered for sale in the Ministry of Defence Auction Sale to be held at BRANSTON on June 11 to 13, 1968. Catalogues, price 1s. 0d. (postal order only) may be obtained from the auctioneers, Arnold & Son, 13 Market Place, Burton-on-Trent, Staffs.

Sales of Surplus Stores – British Army of the Rhine. The British Army of the Rhine have for sale at frequent intervals considerable quantities of surplus stores. These stores comprise a wide variety of items in the following groups:

Vehicles
MT spares, wheels and tyres
Bridging and engineer stores
Textiles
Ferrous and non-ferrous metals
Miscellaneous stores

Sales are by tender and contractors, commercial interests and public bodies who wish for further details may apply to the Disposals Organization, RAOC, British Army of the Rhine, 47 Hamm (Westfalen), Markerdorfstrasse 97, Germany.

New Books

Canada in the Atlantic Economy Series. The three publications in this series which have been issued so far are: **World Trade and Economic Growth: Trends and Prospects with Applications to Canada,** by David W. Slater. (94 pages. University of Toronto Press. $2.25.) This is a background study for the Atlantic Economic Studies Programme, which is concerned in the main with the prospects for, and the consequences of, a major post-Kennedy round of multinational reductions of world trade barriers and with Canadian participation in such developments. There is a comprehensive review of the role of trade in the world today, including information presented in concise form on commodity patterns and directions of trade flows. A review of the many forecasts of future developments and patterns in international trade is also included. **Transatlantic Economic Community: Canadian Perspectives,** by H. Edward English. (70 pages. University of Toronto Press. $2.25.) This contains an assessment of the place in world affairs of economic co-operation and integration among Atlantic countries and of the prospects for Atlantic relationships in the near future. In **Harmonization of National Economic Policies under Free Trade,** by Harry G. Johnson, Paul Wonnacott, and Hirofumi Shibata. (84 pages. University of Toronto Press. $2.25), the authors discuss the particular implications of free trade agreements with special reference to the experience of the European Economic Community and the European Free Trade Association. Ten further studies in *Canada in the Atlantic Economy Series* will be published in the future. In addition to these ten studies, other studies will be published and will deal with policies for the transitional period and problems of harmonizing customs practices, transport policies, etc. There will also be a summary study in which the implications of the more specialized studies will be drawn together in an assessment of the overall impact of trade liberalization on the Canadian economy.

Mission to Scandinavia: Report of a Delegation from Leicester and County Chamber of Commerce. (11 pages. Available free from the Leicester and County Chamber of Commerce, 4 Horsefair Street, Leicester, LE1 6EA.) The engineering and the clothing sections of the Leicester and County Chamber of Commerce participated in this mission. There were a number of individual reports by clothing manufacturers.

The British Banking System. Central Office of Information. (64 pages. Available from HMSO and other Government bookshops, 6s., by post 6s. 6d.) The British banking system has developed over the past hundred years to become one of the more highly specialized centres of finance in the world. This pamphlet provides a concise account of the structure and functions of the British banking system. It covers the organization and work of the Bank of England in connection with its note issue and banking functions and its external activities. The pamphlet goes on to describe the London Discount Market and outlines the principal types of commercial banks (including the savings bank) giving an account of their domestic and overseas banking services. This revised edition gives a fuller insight into the working of the merchant banks, including a description of the new parallel money markets. Also included is a section on the new Post Office Giro, which is due to open later on this year.

The Crisis in Latin American Integration. (12 pages. Economist Intelligence Unit, Spencer House, 27 St. James's Place, London SW1, £3 5s.) The Latin American Free Trade Association, set up by the Treaty of Montevideo of February 1960, and designed to secure virtual free trade among its members by 1973, seemed dangerously close to disintegration as a result of the failure of its seventh annual negotiating conference in Montevideo in December 1967. This expensive publication critically analyses the background to the crisis in Latin American integration, and evaluates ALALC's achievements and problems as well as its chances for success.

Retail Site Assessment, by R. K. Cox. (202 pages. Business Books. £2 5s.) In 1961, according to the definition of retail distribution laid down by the Census of Distribution, there were some 577,000 shops in the United Kingdom. Add to this the shops in Northern Ireland, and retail establishments defined as shops by local rating authorities, and the total approaches 700,000. In terms of capital investment the value of these shops is large. Written to cover specifically British retail conditions, this book shows how retailers and others involved in the problem of retail location can select and evaluate shop sites in order to produce effective marketing plans and thus increase productivity. The author explains how the retailer can set about finding useful sites and where the best location for his particular trade are likely to be. Explanations of methods of carrying out market research studies are given together with the sources and types of published information available on the subject in Britain. The author also describes, with examples the methods used by economic consultants to assess the shopping need in complete centres and explains how local and national government planning may affect these assessments and those of the individual retailers.

Test Facilities in the United Kingdom, edited by Patricia Millard. 3rd ed. (50 pages. Kenneth Mason, 13-14 Homewell, Havant, Hampshire. £3 3s.) This was published under the auspices of the National Council for Quality and Reliability, the Society of Environmental Engineers, and the Institution of Engineering Inspection. Facilities in 462 organizations, governmental and private, are listed and described in this completely revised edition of the directory, which is a 100 per cent increase over the second edition (reviewed in the *Board of Trade Journal,* September 2, 1966, page 575). The arrangement is the same, namely, alphabetical by organization, with descriptions under such headings as: vibration, shock and acceleration, altitude and pressure, climatic, mechanical, and other facilities. An indication is given of the availability of facilities to outside users and where the facilities have been 'approved' by official bodies. A detailed subject index listing types of testing and equipment is provided, but there are no entries for the bird gun listed in item 52 under either bird gun or impact testing. There is also a new two-page part that lists public analysts, and although it is easy to scan the list to find a public analyst in a particular area, a listing under towns, with telephone numbers, would have been more helpful. These are minor criticisms of a directory that has made a marked improvement in its coverage and usefulness.

A Dictionary of Acronyms and Abbreviations: Some Abbreviations in Management, Technology and Information Science, by Eric Pugh. (214 pages. Clive Bingley. £2 2s.) An article in *The New Scientist,* February 29, 1968, pages 473-4, 'Acronymania – a Modern Contagion', by Eric Jamieson, humorously describes the disorder into which we are likely to descend because of the indiscriminate coining of acronyms. Mr. Jamieson calls for vigorous preventive measures to contain the malady, but the contagion has spread and already communication is inhibited by the use of acronyms, rather than improved as was originally intended. Mr. Pugh has recognized this desperate situation and has provided a most useful guide to over 5,000 acronyms and abbreviations of institutions, equipment and systems, mainly in the field of technology from all over the world but with a heavy emphasis on the United Kingdom and the United States. Inevitably in a compilation of this nature omissions are bound to occur, but sample checking for United Kingdom and United States acronyms or abbreviations revealed that the coverage generally is excellent. The volume will be of value not only to librarians, but to technologists, scientists, press officers and businessmen dealing with defence and technological industries.

A History of the Zinc-Smelting Industry in Britain, by E. J. Cocks and B. Walters. (224 pages. George G. Harrap. £2 15s.) Zinc has played an important role in the British economy since the Industrial Revolution. This book published on the occasion of the half centenary of the Imperial Smelting Group contains a comprehensive historical account of the zinc-smelting industry in Britain. The authors, E. J. Cocks, a Cambridge-trained historian, secretary of Imperial Smelting Corporation Limited, Britain's sole zinc producer since 1933, and B. Walters, one of its leading scientists, describe the numerous uses to which zinc has been put over the ages, from the Elixir Vitae of Ancient China and the alchemy of the Renaissance to the brass bedstead and the modern motor car. There are some useful appendices which include information on the zinc prices from 1859 and the production and tonnage of the Imperial Smelting's Main Products 1929-1965. In addition the book contains some fascinating illustrations.

Other Publications

BUSINESS ADMINISTRATION AND MANAGEMENT, by C. S. Deverell. 2nd Edition. 351 pages. Available from Gee and Co. Ltd., 151 Strand, London WC2. £2 5s.

CUTHFORD'S AUDITS. 12th Edition, revised by Alfred Palmer and J. C. Crawford. 270 pages. Available from Gee and Co. Ltd., 151 Strand, London WC2. £1 5s.

EEA REPORT 1967. 19 pages. Available free from the Electronic Engineering Association, Berkeley Square House, Berkeley Square, London W1.

GERMANY: ECONOMIC SURVEYS BY THE OECD. 43 pages. Available from HMSO and Government bookshops. 5s. 6d., by post 5s. 11d.

IRELAND: ECONOMIC SURVEYS BY THE OECD. 29 pages. Available from HMSO and Government bookshops. 5s. 6d., by post 5s. 11d.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (*Tel.* 01-222 7877, *Ext.* 2479/2480).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	127	168	200	185	+ 96(1)	— 39	—37	+10
1966															
3rd quarter	131	134	162	157	127	100	164	135	166	182	169	+ 88	+ 80	+25	—15
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	126	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	135	172	168	134	104	172	123	164	207	194	+ 35(1)	— 24	+ 1	+ 2
1968															
1st quarter						106									+46
1967															
September		132				102									
October		133				102									
November		134				104									
December		137				105									
1968															
January		136*				104									
February		137*				105									
March						107									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series) from Jan. 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,193	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,821	158	155	— 31
1967	143	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	—514
1966													
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,641	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,392	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	158	24,472	162	157	— 45
4th quarter	143	114*	141·5	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter			143·5	+3·0	124·7*	138·6*	184·7	511	186		203	183	
1967													
September	147	100	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	145	112*	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143	114*	142·4	+2·4	121·9	136·3	180·3	538	190		190	164	
1968													
January	143*	115*	142·9	+2·7	123·3	137·9	184·1	520	186		194	185	
February	142*	116*	143·6	+3·0	125·2*	138·4*	184·7	503	185		208	183	
March			144·1	+3·4	125·7*	139·2*	185·3	509	187		207	181	
April								535	183				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom trade in the first quarter

Provisional figures for United Kingdom trade in March were issued on April 11; this article provides a more detailed analysis of trends. An Article on prices and the volume of trade will appear next week.

Summary

EXPORTS IN THE FIRST QUARTER were at the high level of £496 million a month. Compared with the average in the second and third quarters of last year, and before the figures were much affected by the dock strikes, there was an increase of £71 million a month. The first quarter figures, however, owed a good deal to the making good of arrears from the dock strikes in September to November last year, although this factor is likely to have been less important as the quarter progressed. The figures in the quarter also reflected higher export prices which have risen, in sterling, by 5 per cent since devaluation. It is clear that there has been strong growth since the middle of 1967 in exports to the two important markets of the United States and the EEC group of countries, but with some further decline to the overseas sterling area.

The value of imports in the first quarter averaged £642 million a month, 13 per cent higher than in the previous quarter. Higher prices accounted for nearly half of this increase. The volume of imports also increased markedly; this was partly because of special influences, including arrivals delayed by dock strikes from the fourth quarter and exceptional increases in imports of precious stones, silver bullion and tobacco, but also reflected growth in industrial materials associated with the re-expansion in industrial production.

It is too soon for devaluation to have affected significantly the volume of trade, in the shape of either increased exports or of some substitution of imports by home-produced goods.

Visible trade balance

The deficit on visible trade in the first quarter averaged £70 million a month compared with £111 million a month in the fourth quarter of 1967 (when exports were badly affected by the dock strikes) and £46 million a month for 1967 as a whole. The adjustments to the trade account figures needed to derive the balance on a payments basis (for example, for new ships built and delivered to United Kingdom owners abroad) were not unusual for the first quarter as a whole although the figure for March itself was adversely affected.

Of the deficit in the first quarter, some £25 million a month is attributable to the recent worsening in the terms of trade, a development to be expected as one of the initial effects of devaluation. Import prices have risen 10 per cent since before devaluation and export prices 5 per cent.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings and these are generally in significant surplus over the years 1963-67 the surplus averaged some £150 million a year or £13 million a month.

Exports

Exports were affected in September and the final quarter of last year by the dock strikes, principally at Liverpool and London, in September to November. The making good of arrears from these strikes started with the December total and continued in the first quarter of this year. Experience suggests that such a recovery can be spread over a fairly long period in the recorded trade figures, and there may well be further arrears to be made good, particularly in exports to sterling area markets which were severely affected by the strikes. The arrears were an important element in the high rate of exports in the first quarter of £496 million a month.

Another significant factor in the higher first quarter figures was the increase in export prices. The export unit value index rose by about 5 per cent in terms of sterling between last October, before devaluation, and March of this year. This rise in sterling terms is equivalent to a substantial fall in the price of United Kingdom exports in currencies which were not devalued at the same time as sterling. The relationship between the price of United Kingdom goods in terms of sterling and foreign currencies will be explained in next week's issue.

The benefits of devaluation to the volume of exports can be expected to mature progressively over the next few years, and it is unlikely that the volume of recorded exports in the first quarter

(*Continued on next page*)

Table 1A
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-ports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 9
1967	419	537	533	15	— 46
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 8
2nd quarter	428	530	525	15	— 38
3rd quarter	420	519	515	16	— 27
4th quarter	376	571	566	15	—111
October	339	524	519	15	—111
November	340	579	574	14	—158
December	450	611	605	17	— 65
1968 January	500	621	617	18	— 35*
February	496	665	656	19	— 73*
March	489	663	657	17	—103*
1967 October-December	376	571	566	15	—111
1968 January-March	496	649	642	18	— 70*

*Estimated.
†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).

Table 1B
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 January	482·3	691·0	18·0
February	509·1	638·5	19·1
March	510·7	665·6	18·8
1st quarter	501·2	664·2	18·8

UNITED KINGDOM TRADE, *continued*

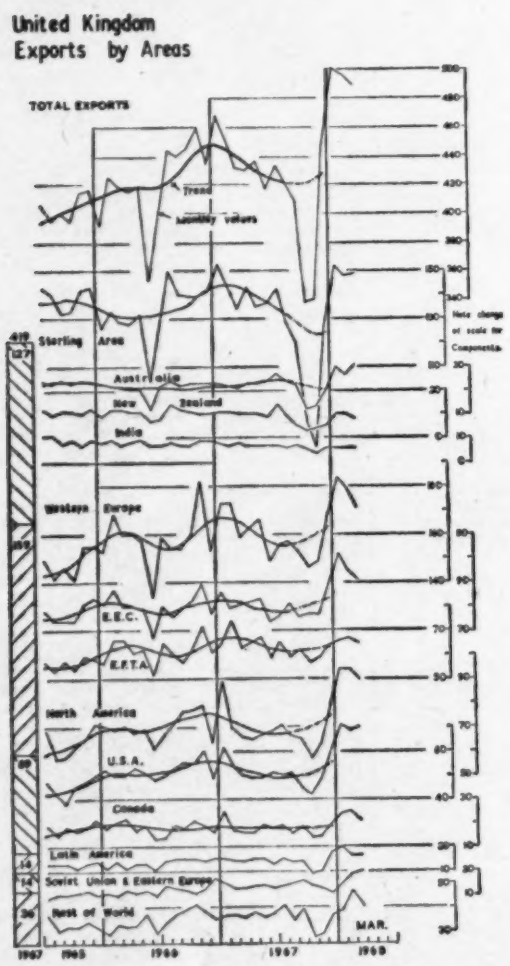


Table A. United Kingdom exports: areas (1)

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1967				1968			1967	1968
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
Sterling Area	144	138	130	97	152	148	149	97	150
Australia	22	23	24	15	30	27	31	15	29
New Zealand	10	9	9	4	10	10	8	4	9
India	8	7	7	5	6	6	6	5	6
South Africa Republic	24	24	20	18	22	22	21	18	22
Irish Republic	16	15	16	16	18	19	18	16	18
Western Europe	168	159	155	154	184	179	171	154	178
EEC	83	80	78	81	102	95	91	81	96
EFTA	67	63	62	60	66	67	65	60	66
Other	18	16	15	14	14	18	17	14	16
North America	75	67	68	67	94	94	90	67	93
USA and Dependencies	55	50	49	51	71	69	70	51	70
Canada	19	18	18	16	24	25	21	16	23
Latin America	14	15	14	12	20	17	17	12	18
Soviet Union and Eastern Europe	14	14	15	13	14	19	20	13	18
Rest of World	36	38	38	31	39	47	41	31	42
Total	451	428	420	376	500	496	489	376	496

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

owes much to increases resulting from devaluation. It takes time for the reductions in price which follow from devaluation to lead to increased orders and there are further delays before these orders are reflected in the recorded trade statistics. In the important engineering sector, for example, the average delay between order and delivery of goods is about nine months. However, some commodities can be expected to respond more quickly to the competitive advantage permitted by devaluation, and there is already the evidence of the record levels of production for export of passenger

Table 2

United Kingdom exports By areas: and countries. Sterling Area

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Sterling Area:			
Commonwealth Europe	8·8 (+11)	8·6 (—13)	10·7 (+25)
Cyprus	4·1 (+ 6)	4·2 (—15)	5·0 (+29)
Other Western Hemisphere	22·2 (— 2)	19·2 (—22)	24·8 (+ 7)
Jamaica	6·0 (+ 4)	5·2 (—18)	6·8 (+12)
Trinidad	5·1 (— 9)	4·4 (—31)	6·0 (+ 8)
Australasia & Pacific	100·4 (+ 6)	58·5 (—43)	120·1 (+22)
Australia	69·6 (+12)	44·7 (—35)	89·4 (+36)
Seasonally adjusted	*69*	*45*	*88*
New Zealand	29·1 (— 7)	12·2 (—62)	28·2 (— 8)
Seasonally adjusted	*29*	*12*	*28*
Commonwealth Asia	77·8 (— 2)	61·5 (—31)	79·9 (— 6)
India	22·3 (— 5)	14·5 (—42)	18·0 (—25)
Seasonally adjusted	*22*	*14*	*18*
Pakistan	13·2 (+ 5)	11·1 (—26)	11·8 (—27)
Ceylon	5·1 (—14)	5·1 (— 5)	5·5 (+ 3)
Malaysia	11·4 (— 7)	8·9 (—36)	13·2 (+17)
Singapore	9·2 (— 5)	8·0 (—23)	11·4 (+18)
Hong Kong	16·1 (+ 5)	12·8 (—33)	19·3 (+ 4)
Commonwealth West Africa	26·5 (+ 4)	20·1 (—36)	26·8 (— 9)
Sierra Leone	2·1 (— 9)	2·0 (—22)	2·0 (— 6)
Ghana	7·9 (+25)	6·5 (—43)	9·3 (+ 6)
Nigeria	15·8 (— 3)	11·0 (—35)	14·2 (—19)
Other Commonwealth Africa	30·0 (+22)	18·6 (—44)	34·7 (+ 4)
Zambia	6·9 (+11)	5·3 (—30)	9·7 (+36)
Malawi	1·6 (+ 8)	1·1 (—26)	1·8 (+25)
Tanzania	3·8 (+ 9)	2·6 (—39)	5·1 (+19)
Kenya	13·5 (+43)	7·0 (—54)	13·6 (—14)
Mauritius	1·5 (+15)	1·1 (—32)	1·7 (+ 3)
Commonwealth Middle East	6·2 (+56)	5·4 (+ 7)	10·7 (+69)
Bahrain	2·1 (+20)	2·0 (—12)	3·3 (+60)
Non-Commonwealth Middle East	17·8 (— 7)	12·9 (—43)	20·6 (— 4)
Libya	5·9 (—14)	4·9 (—42)	8·1 (+17)
Jordan	1·9 (—12)	1·2 (—49)	2·1 (—16)
Southern Yemen	2·6 (+24)	1·6 (—47)	2·5 (—25)
Kuwait	6·7 (+13)	4·9 (—38)	7·2 (— 8)
Other Sterling Area	116·1 (+13)	104·5 (—14)	124·1 (+ 2)
Irish Republic	46·0 (+ 6)	48·3 (— 0)	55·1 (+20)
Seasonally adjusted	*47*	*47*	*55*
Iceland	1·7 (— 6)	1·8 (— 1)	1·3 (—16)
Republic of South Africa	67·7 (+18)	54·2 (—24)	67·3 (— 9)
Seasonally adjusted	*68*	*53*	*65*
South West Africa	0·7 (+122)	0·1 (—78)	0·5 (—29)
Total Sterling	405·8 (+ 6)	309·3 (—30)	452·4 (+ 6)
Seasonally adjusted	*412*	*291*	*449*

Table 2, *continued*

United Kingdom exports: By area and countries. Non-Sterling Area

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Non-Sterling Area:			
North America	203·3 (+ 1)	217·2 (— 7)	260·1 (+30)
Seasonally adjusted	*209*	*200*	*278*
Canada	53·8 (+ 4)	52·0 (—13)	61·3 (+25)
Seasonally adjusted	*55*	*49*	*69*
United States & Deps.	149·4 (— 1)	165·2 (— 6)	198·8 (+32)
Seasonally adjusted	*154*	*152*	*211*
Western Europe	480·1 (+ 3)	470·2 (— 6)	548·5 (+ 8)
Seasonally adjusted	*483*	*463*	*534*
EFTA: including Finland	191·3 (+ 6)	184·5 (— 6)	203·0 (— 2)
Seasonally adjusted	*193*	*180*	*198*
Finland	18·6 (— 1)	15·6 (—18)	16·9 (—16)
Sweden	54·7 (— 4)	54·8 (— 7)	62·7 (+ 7)
Seasonally adjusted	*55*	*53*	*61*
Norway	31·0 (+24)	34·0 (+ 6)	31·2 (— 6)
Denmark & Greenland	36·5 (+10)	34·3 (— 2)	38·5 (— 3)
Switzerland & Liechtenstein	28·4 (+11)	25·6 (— 9)	28·0 (— 6)
Portugal, Azores & Madeira	12·2 (+ 3)	11·3 (— 4)	14·0 (+ 1)
Austria	9·9 (— 0)	9·0 (—19)	11·8 (+ 8)
EEC	239·0 (+ 2)	246·8 (— 2)	294·9 (+18)
Seasonally adjusted	*240*	*242*	*288*
Western Germany	59·0 (— 6)	69·5 (+ 6)	77·7 (+34)
Seasonally adjusted	*60*	*68*	*76*
Netherlands	47·4 (— 3)	51·8 (+ 4)	56·8 (+11)
Seasonally adjusted	*48*	*50*	*55*
Belgium & Luxembourg	46·3 (+ 2)	39·7 (—14)	59·0 (+16)
Seasonally adjusted	*46*	*40*	*56*
France	50·9 (+ 6)	52·0 (— 2)	58·2 (+11)
Seasonally adjusted	*51*	*51*	*56*
Italy	35·4 (+18)	33·9 (—10)	43·1 (+18)
Seasonally adjusted	*36*	*34*	*42*
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	27·2 (— 3)	21·1 (—25)	26·9 (—12)
Other	22·7 (+ 4)	17·7 (—16)	23·8 (— 1)
Soviet Union and Eastern Europe	42·6 (+23)	39·7 (— 7)	54·3 (+31)
Seasonally adjusted	*43*	*39*	*53*
Soviet Union	15·8 (+24)	15·9 (—40)	27·0 (+118)
Other	26·8 (+23)	23·8 (—25)	27·3 (— 7)
Latin America	42·5 (+12)	39·3 (—15)	55·9 (+28)
Seasonally adjusted	*43*	*37*	*54*
Venezuela	5·4 (—10)	5·2 (— 8)	7·2 (+38)
Argentine Republic	5·5 (— 0)	8·1 (+20)	7·0 (+ 6)
Other	31·6 (+20)	26·0 (—24)	41·7 (+32)
Other Non-Sterling	111·7 (+11)	92·5 (—21)	132·4 (+18)
Seasonally adjusted	*112*	*92*	*127*
Middle East	46·3 (— 7)	36·1 (—27)	62·8 (+22)
Israel	12·8 (— 5)	10·9 (— 6)	22·6 (+49)
Africa	8·7 (+ 9)	10·0 (+ 8)	12·0 (+46)
Asia	49·3 (+36)	39·3 (—22)	47·9 (+ 6)
Burma	1·6 (—17)	1·5 (—32)	1·3 (—23)
Japan	21·2 (+40)	19·2 (— 3)	23·1 (+29)
Seasonally adjusted	*21*	*19*	*24*
Extra European Possessions of European Countries	7·5 (+17)	7·1 (— 7)	9·7 (+33)
Total Non-Sterling	880·1 (+ 5)	858·9 (— 8)	1,051·1 (+16)
Seasonally adjusted	*890*	*831*	*1,047*

cars, even though this has not yet been fully reflected in the trade statistics.

The distortions due to the dock strikes still obscure the underlying trend of exports to many areas, and it is not worthwhile to consider other than in broad outline the recent area and commodity pattern of exports.

Imports

The value of imports increased sharply in the first quarter to £642 million a month, seasonally adjusted (and excluding United States military aircraft). The rise compared with the average of £566 million in the fourth quarter of last year was 13 per cent. Nearly half of the increase was accounted for by higher prices. The unit value index for imports increased by 6½ per cent compared with the preceding quarter. An article on changes in unit values of trade since devaluation will appear next week.

The volume of imports increased in the first quarter by nearly 8 per cent compared with the previous quarter. Part at least of the higher volume appears to be attributable to special influences, although it is difficult to assess their magnitude. There was almost certainly some carry over from the fourth quarter of last year of arrivals delayed by the dock strikes and the disturbances to shipping schedules affecting the more distant countries. The dock strikes had a much smaller impact on imports than upon exports, and the arrears of imports made good in the first quarter were also on a smaller scale. In addition, the commodity analysis reveals unusually high figures in a number of categories, imports of which vary considerably in the short term and where the increase could prove to be temporary.

AREA PATTERN OF EXPORTS

It is now clear that United Kingdom exports to the EEC countries have been growing strongly again since the third quarter of last year after the easing back they had shown in the spring and summer. In the seven months September to March they were 12 per cent higher than in the three previous months before the dock strikes. This reflects the sharp rise in demand for imports by the EEC countries in the fourth quarter of 1967 as industrial activity started to show renewed growth after remaining flat for over a year. The increase has been particularly strong in exports to Western Germany and the Netherlands.

Exports to the continental EFTA countries declined during the period before the dock strikes last year and have not yet shown any clear signs of renewed growth. Exports to the Rest of Western Europe also declined during the first part of last year, and in January to March, 1968, despite the making good of some arrears from the dock strikes, were below their level of a year earlier.

Industrial production in the United States, which declined during the first half of 1967, showed renewed growth in the second half; imports increased rapidly in the last quarter and continued rising strongly in the first quarter of 1968. It is clear that United Kingdom exports to the United States have reflected this strong growth in demand. In September to March they were 15 per cent higher than in the previous three months. Deliveries of aircraft engines for incorporation in military aircraft to be purchased by the United Kingdom have contributed toward this increase in recorded exports. Our exports to Canada have also grown since before the dock strikes.

United Kingdom exports to the sterling area were severely affected by the dock strikes, and there was a substantial carry-over of delayed deliveries into the first quarter. There may still be some arrears to be made good to these countries. During the second two quarters of 1967 imports into the sterling area declined and this was reflected in a fall in United Kingdom exports from the high levels achieved at the beginning of the year. The trend of exports after the autumn of last year was obscured by the dock strikes, but in the seven months September to March exports were 9 per cent lower than in the previous three months. The fall was particularly marked in exports to Australia, New Zealand, South Africa and India. Comparing the same periods exports to the Irish Republic were 7 per cent greater, and to the remaining countries of the sterling area 1 per cent less. Exports to the Soviet Union and Eastern Europe continued the strong growth they have shown since 1964.

[*Continued on next page*)

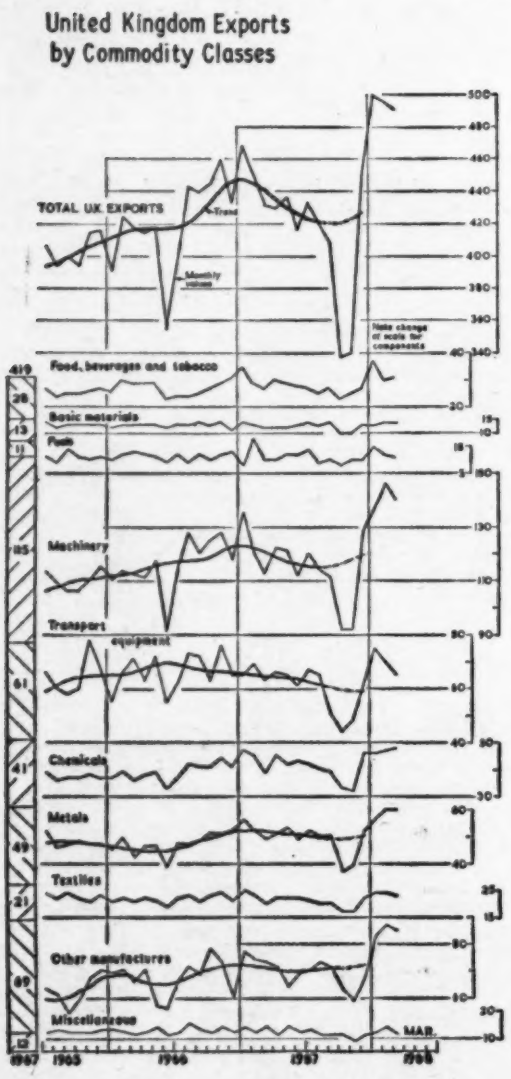


Table B. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	1967				1968			1967	1968
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
Food, beverages and tobacco	30	29	26	25	37	30	31	25	32
Basic materials	13	13	14	11	13	14	14	11	14
Fuels	12	11	11	9	15	12	11	9	13
Manufactures	381	364	360	319	427	436	421	319	428
Non-electric machinery	91	89	86	79	102	108	106	79	106
Electric machinery	32	29	29	25	35	38	34	25	35
Road motor vehicles	51	48	42	34	52	48	51	34	50
Other transport equipment	15	16	19	18	26	22	17	18	21
Chemicals	44	43	41	37	46	47	48	37	47
Metals and misc. metal mnfs.	52	51	51	43	57	60	60	43	59
Textiles	23	22	20	19	24	24	23	19	23
Other	75	68	72	63	83	87	85	63	85
Clothing and footwear	7	6	8	7	7	8	8	7	8
Instruments	10	10	11	9	11	12	11	9	11
Miscellaneous	13	13	12	11	12	14	11	11	12
Total	451	428	420	376	500	496	489	376	496

COMMODITY PATTERN OF EXPORTS

The comparison of the level of exports in September to March with that in the previous three months, which eliminates most of the distortion caused by the dock strikes, shows that there has been strong growth in the value of exports of beverages and also an increase in the important machinery category. Exports of road motor vehicles recovered in the first quarter from the low level in the previous quarter, but were no higher than in the first quarter of 1967. The record levels of production for export of passenger cars in March have not yet been fully reflected in the trade statistics. Deliveries of transport equipment other than road motor vehicles, mainly the erratic categories of ships and aircraft, were £4 million a month higher in January to March than in the previous three months.

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

After a period of little change other than of short-term fluctua-

Table 3

United Kingdom exports: Machinery and transport equipment

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Machinery other than electric	264·2 (+ 4)	243·1 (—13)	323·6 (+18)
Seasonally adjusted	*266*	*238*	*318*
Aircraft engines	18·9 (+ 4)	31·0 (+84)	37·6 (+124)
Internal combustion engine other than aircraft	27·6 (+ 7)	23·0 (—23)	28·7 (— 6)
Other power generating equipment	9·7 (+42)	8·3 (—24)	13·5 (+52)
Tractors	24·6 (—11)	23·0 (—24)	25·3 (— 3)
Other agricultural machinery	7·5 (— 8)	4·4 (—28)	8·3 (+ 5)
Office machines	19·7 (+ 7)	19·5 (—12)	22·7 (+16)
Metal working machinery	14·4 (+ 6)	11·5 (—21)	16·8 (+16)
Textile leather machinery	23·7 (+ 0)	22·7 (—16)	31·6 (+28)
Machines for special industries	31·8 (+ 4)	27·3 (—18)	38·7 (+20)
Heating and cooling equipment	12·9 (+23)	11·2 (+ 1)	16·2 (+ 16)
Pumps, centrifuges, etc.	13·1 (+ 5)	10·7 (—18)	14·0 (— 3)
Mechanical handling equipment	11·6 (+ 5)	9·3 (—37)	12·2 (—10)
Other machinery	48·6 (+ 3)	41·3 (—20)	57·9 (+12)
Electrical machinery	88·2 (+ 7)	80·3 (—17)	107·4 (+14)
Seasonally adjusted	*90*	*76*	*106*
Electric power machinery	14·4 (+17)	11·7 (—18)	16·6 (+13)
Switchgear	9·1 (+ 4)	6·7 (—33)	10·5 (+ 4)
Electric distribution equipment	8·1 (—10)	7·1 (—37)	10·9 (+16)
Televisions, radios	1·6 (—13)	1·3 (—41)	1·6 (—16)
Other telecommunication equipment	20·2 (+ 5)	22·7 (+ 4)	27·3 (+30)
Domestic electric equipment	6·9 (+ 7)	6·4 (—31)	8·0 (+10)
Other electrical machinery	27·9 (+10)	24·4 (—14)	32·5 (+ 9)
Transport equipment	191·0 (— 3)	154·2 (—24)	220·6 (+ 9)
Road motor vehicles	140·4 (— 2)	101·4 (—30)	156·8 (+ 0)
Seasonally adjusted	*141*	*103*	*151*
Cars and chassis	58·2 (— 5)	37·0 (—27)	59·8 (— 7)
Commercial vehicles and chassis	31·4 (— 7)	19·4 (—47)	30·0 (—16)
Aircraft and parts	25·0 (—21)	22·9 (—35)	32·9 (+22)
Ships and boats	15·6 (+38)	22·1 (+60)	20·6 (+118)
Machinery and transport equipment	543·4 (+ 2)	477·6 (—18)	651·7 (+14)
Seasonally adjusted	*545*	*474*	*636*

tions, imports of food, beverages and tobacco resumed their growth early last year, but eased back again in the second half. In the first quarter of this year, there has been some exceptionally strong growth, especially in imports of tobacco, but also in imports of most categories of food. Part of the fall in food imports in the fourth quarter, and of the increases both of food and tobacco imports in the early months of this year, may have been due to the dock strikes in Liverpool and London. Some of these imports appear to have been delayed from the previous quarter, but after allowing for such a possible carry over effect, imports of the food, beverages and tobacco group were clearly high in the first quarter of 1968. The value of imports of this group, at £168 million a month, seasonally adjusted, was over 14 per cent more than in the previous quarter. About two-thirds of the increase was due to increased volume and the rest was due to higher prices. Prices had been falling during the first three quarters of last year, but towards the end of the year they began to rise again. The effect of devaluation on imports invoiced in foreign currencies contributed to the rise in the last quarter of 1967 and also accounted for much of the rise in prices in the first quarter. The increase in unit values since October, the last month prior to devaluation, has been about 5 per cent.

Imports of food and live animals, at £147 million a month, were 10 per cent more than in the previous quarter which was similar to the average rate for last year as a whole. About a third of the increase was attributable to higher prices and the remainder to an increase in volume. There had been a marked increase in food imports at the beginning of 1967, but despite uneven arrivals, there was no further growth during last year. In the first quarter of this year, increases in the value of imports were widespread over all the main categories of food, with the strongest growth occurring in imports of meat, mainly due to higher unit values and in cereals and fruit and vegetables. Imports of dairy produce and eggs were only moderately higher. Amongst meat and meat preparations, imports of mutton and lamb mainly from New Zealand were markedly higher, but, with supplies of beef restricted from the Argentine Republic, total beef imports were lower despite higher supplies from other sources. There were higher imports of wheat, especially from the Netherlands, and of maize and, partly due to higher prices, the value of imports of fruit and vegetables was

(*Continued on next page*)

Table 4
United Kingdom exports: Other manufactures
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Chemicals	127·2 (+12)	111·1 (—13)	143·5 (+11)
Seasonally adjusted	*128*	*110*	*141*
Chemical elements and compounds	29·8 (+12)	28·3 (— 8)	35·4 (+16)
Dyeing, tanning and colouring materials	14·7 (+10)	13·9 (—16)	16·6 (+11)
Medicinal and pharmaceutical products	19·9 (+10)	18·8 (— 2)	23·7 (+15)
Essential oils, toilet, polishing and cleansing preparations	11·1 (+16)	10·0 (—16)	12·1 (+ 9)
Fertilizers	2·5 (+35)	1·0 (—59)	2·2 (—24)
Plastic materials	24·5 (+13)	20·8 (—15)	25·3 (+ 6)
Manufactured goods classified chiefly by material	323·3 (+ 7)	288·4 (—16)	382·2 (+13)
Seasonally adjusted	*327*	*277*	*385*
Leather, leather manufactures, etc.	7·6 (— 7)	7·7 (—11)	9·1 (+16)
Rubber manufactures	13·6 (+17)	13·0 (— 0)	15·9 (+22)
Wood and cork manufactures, etc.	1·4 (+17)	1·1 (—14)	1·5 (+13)
Paper	13·8 (+ 7)	12·3 (—18)	15·9 (+13)
Textile manufactures	63·9 (+ 1)	58·6 (—17)	70·8 (+ 4)
Seasonally adjusted	*65*	*56*	*70*
Wool yarns and woven fabrics	20·0 (— 3)	17·9 (—19)	19·9 (— 2)
Cotton yarns and woven fabrics	8·7 (— 5)	7·5 (—26)	9·7 (+ 2)
Man-made fibre yarns and woven fabrics	14·6 (+10)	13·6 (—10)	17·7 (+ 9)
Miscellaneous textile manufactures	20·6 (+ 0)	19·6 (—14)	23·5 (+ 7)
Non-metallic mineral manufactures, n.e.s.	71·8 (+ 0)	60·8 (—15)	93·6 (+13)
Pottery and glass	11·8 (+ 9)	9·9 (—23)	12·2 (— 1)
Precious stones	50·9 (— 2)	43·1 (—11)	71·2 (+17)
Iron and steel	59·6 (+15)	50·3 (—15)	62·0 (+ 5)
Non-ferrous metals	52·0 (+17)	50·3 (—15)	69·2 (+36)
Miscellaneous metal manufactures	39·7 (+ 7)	34·3 (—22)	44·1 (+ 4)
Miscellaneous manufactured articles	104·0 (+15)	99·8 (— 8)	118·1 (+20)
Seasonally adjusted	*106*	*94*	*122*
Clothing and footwear	20·3 (+28)	22·5 (+ 4)	21·6 (+21)
Seasonally adjusted	*21*	*20*	*23*
Scientific instruments	31·2 (+14)	27·9 (—11)	35·0 (+12)
Seasonally adjusted	*31*	*28*	*34*
Printed matter	14·2 (+14)	13·1 (— 7)	16·3 (+25)

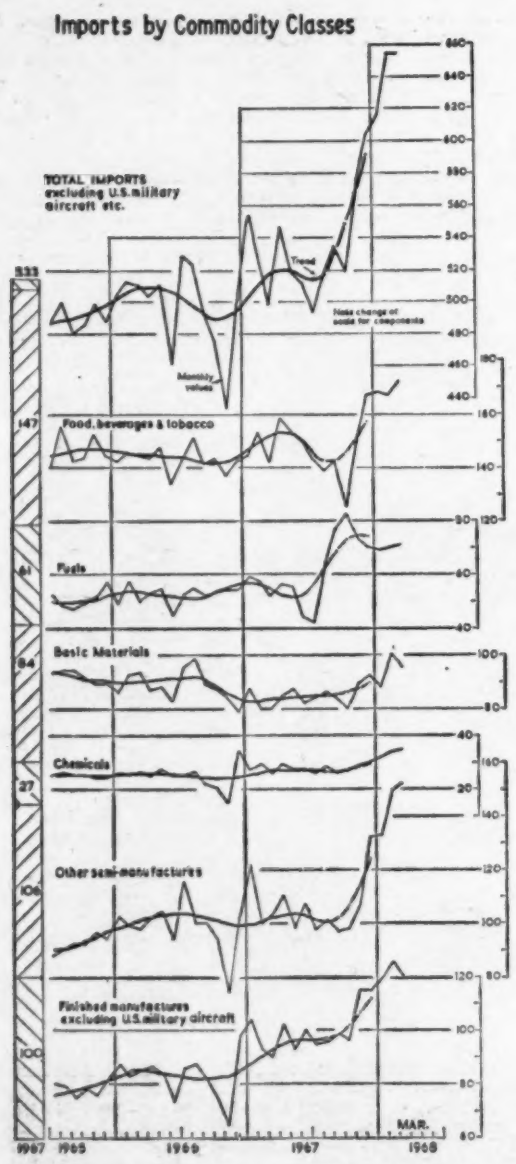
Table 5
Other exports
£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Food and live animals	42·6 (+ 4)	40·0 (—13)	42·2 (—11)
Seasonally adjusted	*44*	*36*	*43*
Live animals	6·4 (+11)	6·4 (+19)	2·6 (—49)
Cereals and cereal preparations	10·8 (+ 6)	8·1 (—28)	13·6 (—13)
Sugar and sugar preparations	6·1 (+16)	4·8 (—20)	5·8 (+ 6)
Beverages and tobacco	38·2 (+ 8)	48·2 (— 9)	46·6 (+38)
Seasonally adjusted	*42*	*38*	*54*
Whisky	28·0 (+ 7)	38·5 (— 9)	35·2 (+44)
Tobacco and tobacco manufactures	6·0 (+12)	5·6 (— 4)	7·2 (+32)
Crude materials and animal and vegetable oils and fats	39·1 (+ 2)	34·7 (—12)	43·3 (+ 9)
Seasonally adjusted	*39*	*34*	*41*
Wool tops	6·0 (—17)	4·6 (—35)	5·7 (—16)
Other textile fibres	13·9 (— 3)	12·0 (—11)	14·4 (— 2)
Mineral fuels, lubricants and related materials	33·0 (+ 1)	29·5 (—18)	40·5 (+10)
Seasonally adjusted	*34*	*28*	*38*
Coal, coke and briquettes	3·4 (—32)	3·8 (—24)	4·1 (+ 5)
Petroleum products	27·2 (+ 7)	23·6 (—18)	32·9 (+11)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*



substantially higher than before devaluation. Although greater quantities of cocoa beans were imported in the first quarter of the year, prices were slightly lower than they had been, and the value though high was still less than it had been a year earlier.

Tea prices began to rise in the middle of last year and, with higher amounts imported in the first quarter, there was a substantial rise over the same period a year ago. Sugar prices were still falling in the first quarter, but compared with a year ago they are slightly higher. There have been larger quantities imported in recent months.

There was a sharp rise in imports of beverages in the first quarter. Following low arrivals about the time of the abolition of the

Table 6

Imports: Food, beverages and tobacco

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Food and live animals	404·5 (+ 2)	397·8 (+ 5)	465·0 (+11)
Seasonally adjusted	*403*	*403*	*441*
Live animals	13·0 (+12)	11·7 (—19)	11·6 (— 0)
Meat and meat preparations	96·8 (— 1)	82·2 (+ 1)	101·3 (+ 7)
Seasonally adjusted	*95*	*88*	*96*
Beef and veal	17·4 (—13)	15·1 (—12)	13·3 (— 9)
Th. tons	71 (— 1)	57 (—20)	44 (—29)
Mutton and lamb	20·4 (+ 2)	8·4 (+10)	28·4 (+14)
Th. tons	101 (+10)	39 (— 9)	119 (— 0)
Bacon	31·1 (+ 1)	30·3 (— 2)	31·1 (— 0)
Th. tons	101 (+ 2)	98 (— 0)	100 (+ 2)
Dairy products and eggs	49·4 (+ 7)	59·4 (+ 6)	61·2 (+ 5)
Seasonally adjusted	*52*	*53*	*53*
Butter	32·9 (+ 0)	40·7 (+ 3)	42·8 (+10)
Th. tons	106 (+ 1)	131 (+ 2)	139 (+ 9)
Fish and fish preparations	16·2 (+14)	19·1 (— 0·	18·5 (+ 2)
Raw sugars	23·7 (— 2)	21·0 (—12)	24·4 (+15)
Th. tons	565 (+ 3)	415 (—12)	562 (+ 5)
Cocoa beans	5·5 (+38)	1·4 (—51)	7·6 (— 6)
Th. tons	27 (—11)	6 (—61)	34 (—17)
Tea and mate	23·0 (— 8)	36·9 (+54)	35·5 (+17)
Th. tons	57 (— 2)	72 (+37)	80 (+ 9)
Cereals and feeding stuff for animals	73·0 (— 1)	70·6 (+ 2)	85·1 (+14)
Seasonally adjusted	*73*	*71*	*80*
Fruit and vegetables	83·8 (+ 3)	75·8 (+11)	96·5 (+17)
Seasonally adjusted	*81*	*86*	*95*
Beverages and tobacco	34·3 (+13)	51·0 (+ 6)	45·8 (+56)
Seasonally adjusted	*38*	*40*	*64*
Beverages	15·0 (+12)	19·6 (+35)	18·0 (+44)
Tobacco and tobacco manufactures	19·4 (+14)	31·5 (— 6)	27·8 (+65)
Seasonally adjusted	*23*	*20*	*41*

Table C. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1967 1st quarter	526	523	146	56	217	82	27	108	97	96	8
2nd quarter	530	525	154	52	217	84	28	105	104	99	6
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 January	621	617	168	69	252	88	32	133	125	120	7
February	665	656	167	71	284	100	34	149	135	126	10
March	663	657	172	71	282	95	35	152	126	120	12
1967 4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	649	642	168	70	272	94	34	144	129	122	10

import charge at the end of November 1966, the value of imported beverages started to rise in the early months of 1967, but slowed down in the middle months, and rose again at the end of the year. The increase of over a third in value in the first quarter of 1968 was partly due to the rise in prices after devaluation, but mainly to an increased volume of arrivals. The value was nearly half as much again as the high first quarter of last year. Much of the increase was in wine imports from Spain, which also devalued, and from France.

Imports of tobacco have been unusually high in recent months. Their value has risen annually since the end of 1965, but the ban on Rhodesian tobacco has caused some change in the pattern and timing of arrivals of these imports. In recent months, additional supplies have been imported from North America and in the first quarter prices were slightly higher than in the same period a year ago. The trend towards lower prices in 1967 was aided by increased supplies of cheaper tobacco from India; these imports do not usually arrive in any quantity until the summer. Tobacco imports so far this year increased substantially by quantity as well as by value and were nearly two-thirds more than they had been in the first quarter last year.

Industrial materials

In common with most other categories of imports, imports of industrial materials (i.e. basic materials and semi-manufactured goods) rose sharply in the first quarter. At £272 million a month,

(*Continued on next page*)

Table 7

Imports: Materials and fuels

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Crude materials	236·0 (— 7)	242·6 (+3)	271·1 (+16)
Seasonally adjusted	*235*	*245*	*269*
Oil seeds, oil nuts and oil kernels	8·6 (—23)	11·0 (— 2)	10·0 (+15)
Seasonally adjusted	*9*	*10*	*10*
Wood, lumber and cork	47·1 (+ 0)	50·6 (— 5)	38·7 (+19)
Seasonally adjusted	*48*	*48*	*56*
Sawn softwood	37·2 (+ 4)	40·3 (— 4)	28·6 (+20)
Th. standards	436 (+ 9)	471 (— 1)	321 (+16)
Woodpulp	30·8 (— 9)	33·9 (+ 5)	40·8 (+30)
Th. tons	666 (—10)	733 (+ 3)	815 (+21)
Wool and other animal hair and tops	30·6 (—10)	20·2 (— 6)	33·8 (— 9)
Seasonally adjusted	*30*	*22*	*27*
Raw wool	27·5 (—10)	17·2 (— 4)	30·0 (—11)
Th. tons	63 (— 3)	43 (+13)	76 (+ 3)
Raw cotton	9·3 (—23)	10·0 (— 6)	14·8 (+36)
Th. tons	41 (—23)	43 (—12)	58 (+18)
Metalliferous ores and scrap	50·1 (+ 4)	52·6 (+17)	59·4 (+30)
Iron ore	17·3 (— 4)	17·3 (+11)	17·4 (+24)
Th. tons	4,041 (— 2)	3,956 (+10)	3,793 (+14)
Hides and skins	12·2 (—30)	14·5 (— 1)	18·4 (+18)
Crude rubber	11·0 (— 8)	11·5 (+15)	11·7 (— 9)
Animal and vegetable oils and fats	16·2 (— 2)	14·0 (+ 2)	13·7 (— 8)
Seasonally adjusted	*16*	*16*	*14*
Chemicals	82·3 (+ 9)	82·5 (+24)	105·4 (+27)
Seasonally adjusted	*81*	*85*	*101*
Manufactured goods classified chiefly by material	314·1 (+ 3)	329·5 (+23)	438·4 (+33)
Seasonally adjusted	*312*	*337*	*433*
Wood manufactures	20·6 (+18)	19·1 (+38)	23·2 (+ 7)
Newsprint paper and board	38·4 (+10)	39·9 (+38)	46·9 (+17)
Cotton yarns and fabrics	15·4 (+ 6)	17·7 (+53)	21·8 (+22)
Other textile manufactures	28·5 (+ 5)	32·7 (+45)	40·1 (+39)
Pearls, diamonds and precious stones	55·6 (+15)	50·9 (+10)	81·9 (+25)
Iron and steel	29·1 (+31)	32·8 (+56)	39·5 (+48)
Th. tons	512 (+33)	623 (+56)	687 (+52)
Non-ferrous metals	92·9 (—15)	101·8 (+ 7)	143·8 (+51)
Copper	45·6 (—20)	45·1 (— 9)	60·0 (+18)
Th. tons	116 (—13)	103 (— 6)	104 (—10)
Aluminium	17·0 (—10)	21·3 (+11)	25·0 (+50)
Total industrial materials (1)	648·6 (— 1)	668·6 (+15)	828·5 (+26)
Seasonally adjusted	*644*	*684*	*817*
Mineral fuels, lubricants and related materials	171·0 (+ 8)	218·2 (+46·1)	221·3 (+25)
Crude petroleum	114·0 (+ 5)	146·8 (+48)	134·7 (+15)
Th. tons	18,065 (+ 2)	19,267 (+13)	17,230 (—15)
Petroleum products	51·7 (+16)	65·3 (+44)	78·2 (+49)
Th. tons	5,815 (+13)	6,097 (+ 6)	7,091 (+13)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

Table 8

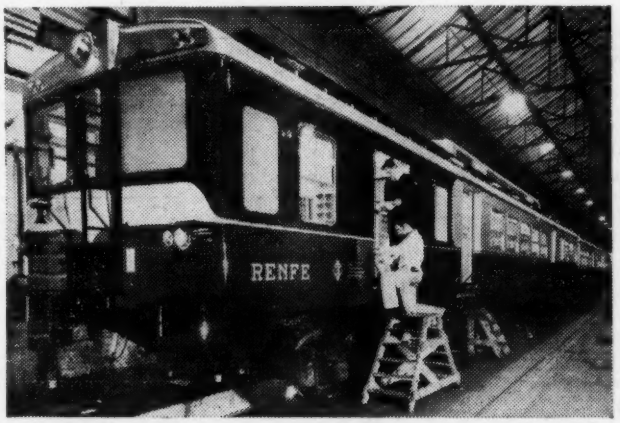
Imports: Finished manufactures

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

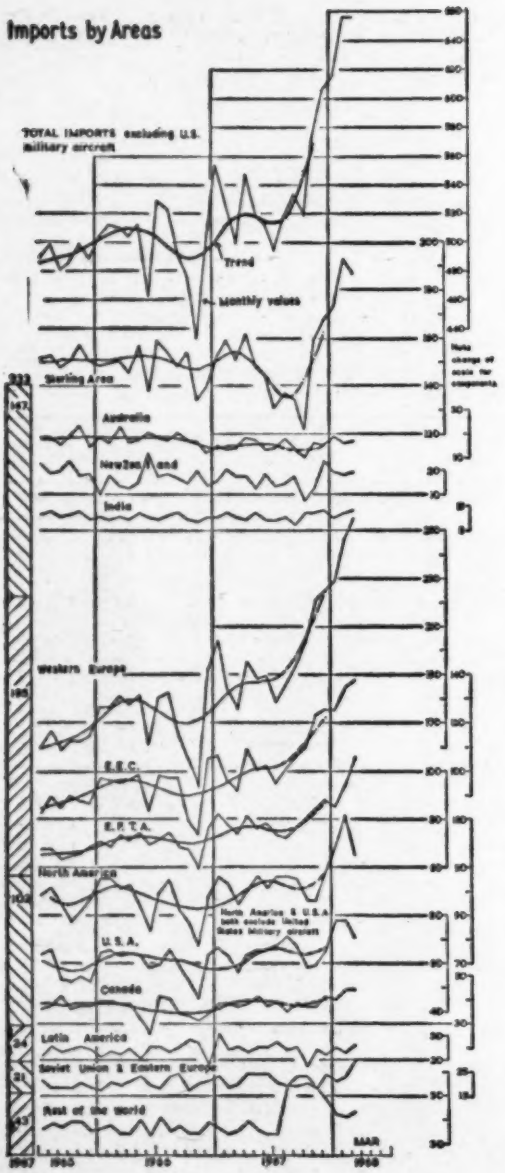
	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Consumer goods (1)	81·5 (+17)	94·8 (+55)	114·7 (+46)
Cars and motor cycles	10·0 (+13)	14·3 (+213)	19·4 (+111)
Other durable goods	22·3 (+24)	27·6 (+73)	29·3 (+42)
Works of art	6·8 (+21)	9·0 (+32)	9·9 (+47)
Clothing and footwear	27·3 (+17)	28·0 (+33)	38·5 (+34)
Other consumer goods	15·0 (+ 8)	15·8 (+24)	17·7 (+32)
Other mainly capital goods	223·1 (+22)	235·0 (+37)	282·0 (+30)
Machinery	156·9 (+17)	160·1 (+24)	196·3 (+23)
Aircraft and aircraft engines	25·2 (+72)	32·8 (+151)	38·4 (+121)
Ships and boats	6·6 (+126)	2·6 (+221)	3·7 (—34)
Instruments	15·4 (+16)	16·3 (+32)	18·2 (+20)
Other	19·0 (+ 4)	23·1 (+38)	25·4 (+34)
Total finished manufactures (2)	304·7 (+21)	329·8 (+42)	396·8 (+34)
Seasonally adjusted (*a*)	*301*	*340*	*386*
(*b*)	*291*	*326*	*367*

(1) Goods covered by headings in the trade accounts believed to include mainly consumer goods.
(2) SITC revised sections 7 and 8.
(*a*) Including US military aircraft, etc.
(*b*) Excluding US military aircraft, etc.

ROLLING STOCK FOR SPAIN



One of ten two-coach electric units for the Spanish National Railway (RENFE) being completed at Metro-Cammell's Birmingham works. Design of the coaches follows that of modern London underground stock, and aluminium alloy supplied by Alcan is the principal body-work material. Metro-Cammell's contract is worth over £600,000. Twenty-two coaches of the same design are being constructed in Spain by CAF.



they were £45 million, 19 per cent more than in the final quarter of 1967, with the increase more or less equally divided between higher unit values and higher volume. Prices had been falling prior to devaluation, but have risen markedly since then. In value terms semi-manufactures accounted for the greater part of the rise in the first quarter, and were £37 million a month more, but very high imports of precious stones and silver accounted for about half this increase. Imports of basic materials were £7 million a month higher than in the previous quarter. The rise in industrial materials other than silver and precious stones was spread over a wide range of commodities and is associated with the re-expansion in industrial production. Of the rise of 10 per cent in prices of industrial materials, the greater part reflected the effect of devaluation, but the rise also partly reflected sharp increases, apart from devaluation effects, in certain commodities. The unit value of copper imports, in particular, increased by about a third between the fourth and third quarters.

Table 9

Imports: By areas and countries. Sterling Area

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Sterling Area:			
Jamaica	8·4 (— 6)	3·6 (+ 6)	6·8 (—23)
Trinidad	6·4 (+ 0)	4·2 (+42)	6·9 (— 0)
Australia	45·0 (—17)	39·7 (—11)	52·7 (+27)
Seasonally adjusted	*45*	*40*	*51*
New Zealand	49·9 (— 1)	35·8 (+ 1)	73·1 (+15)
Seasonally adjusted	*48*	*43*	*57*
India	27·9 (— 7)	42·3 (+45)	38·1 (+11)
Seasonally adjusted	*29*	*37*	*35*
Pakistan	7·5 (—12)	10·3 (+64)	10·1 (+17)
Ceylon	10·4 (+ 3)	8·5 (+40)	11·0 (+15)
Malaysia	6·8 (—19)	7·7 (+14)	8·7 (+29)
Singapore	4·3 (+ 7)	4·9 (+30)	5·5 (+11)
Hong Kong	22·2 (+ 8)	23·1 (+20)	27·6 (+23)
Ghana	6·4 (+35)	4·8 (+14)	11·3 (+68)
Nigeria	23·6 (—18)	8·1 (—70)	18·0 (—37)
Zambia	16·6 (—11)	21·3 (—10)	22·6 (+26)
Malawi	2·1 (— 8)	3·0 (+21)	2·4 (+35)
Kenya	4·9 (— 3)	5·2 (+ 8)	7·2 (+31)
Middle East	39·6 (—25)	53·3 (+18)	88·3 (+64)
Irish Republic	54·6 (+21)	59·9 (+19)	61·1 (+22)
Republic of South Africa	56·9 (+16)	49·0 (+12)	71·5 (+27)
Other	50·4 (+ 7)	48·9 (— 2)	54·1 (+ 3)
Total Sterling Area	443·9 (— 3)	433·5 (+ 6)	576·8 (+20)
Seasonally adjusted	*439*	*448*	*553*

Table D. Imports: areas (1)

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total Excluding US military aircraft, etc.	Sterling Area				Western Europe			North America				Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	USA and Deps. Total	USA and Deps. Excluding US military aircraft, etc.	Canada		
1967 1st quarter	526	525	154	14	17	11	188	98	78	102	101	63	62	38	27	21	35
2nd quarter	530	525	151	16	16	10	191	104	78	108	102	70	64	39	24	24	36
3rd quarter	519	515	134	15	15	9	186	100	73	109	105	73	68	37	26	19	48
4th quarter	571	566	149	13	14	12	217	119	85	104	99	66	61	38	21	21	53
1968 January	621	617	174	19	19	10	229	125	85	123	118	82	78	40	25	21	42
February	665	656	193	16	18	12	246	135	95	140	131	87	78	49	23	23	41
March	663	657	187	17	19	13	255	138	105	122	116	77	70	44	26	30	43
1967 4th quarter	571	566	149	13	14	12	217	119	85	104	99	66	61	38	21	21	53
1968 1st quarter	649	642	184	17	19	12	243	133	95	129	122	82	75	45	24	25	42

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

Table 9 *continued*

Imports: By areas and countries. Non-Sterling Area

£ million c.i.f. quarters or quarterly averages
(percentage change on a year earlier)

	Jan.-Sept. 1967	4th quarter 1967	1st quarter 1968
Non-Sterling Area:			
North America	313·4 (+ 9)	328·1 (+16)	382·1 (+27)
Seasonally adjusted (a)	*319*	*312*	*386*
(b)	*308*	*298*	*366*
Canada	113·3 (+ 5)	116·5 (+13)	127·0 (+20)
Seasonally adjusted	*114*	*115*	*134*
United States & Deps.	200·1 (+11)	211·6 (+17)	255·0 (+31)
Seasonally adjusted (a)	*205*	*197*	*245*
(b)	*195*	*182*	*226*
Western Europe	563·9 (+ 7)	650·4 (+33)	749·5 (+32)
Seasonally adjusted	*564*	*650*	*730*
Free Trade Association (including Finland)	229·8 (+ 8)	252·0 (+25)	285·5 (+25)
Seasonally adjusted	*229*	*254*	*286*
Finland	31·5 (+ 1)	35·5 (+22)	33·9 (+19)
Sweden	61·0 (+ 9)	64·6 (+30)	80·0 (+31)
Norway and Spitzbergen	31·0 (+ 4)	34·7 (+16)	41·0 (+35)
Denmark and Greenland	53·3 (+ 3)	57·8 (+14)	59·2 (+12)
Switzerland and Leichtenstein	29·3 (+15)	33·1 (+46)	35·4 (+15)
Portugal, Azores and Madeira	14·0 (+24)	14·2 (+ 7)	21·1 (+38)
Austria	9·9 (+37)	12·1 (+97)	14·8 (+50)
Economic Community	303·5 (+ 7)	354·7 (+40)	416·4 (+37)
Seasonally adjusted	*302*	*358*	*399*
Western Germany	83·4 (+ 7)	89·1 (+30)	109·4 (+28)
Netherlands	77·9 (+ 5)	95·1 (+38)	100·6 (+35)
Belgium and Luxembourg	33·9 (+ 0)	44·7 (+45)	53·2 (+46)
France	59·4 (+ 8)	77·2 (+61)	85·9 (+46)
Italy	48·9 (+14)	48·6 (+29)	67·2 (+39)
Spain, Canary Islands and Spanish ports in North Africa	20·4 (+12)	31·6 (+30)	34·4 (+44)
Other	10·2 (— 9)	12·1 (+11)	13·1 (+21)
Soviet Union and Eastern Europe	61·6 (+ 4)	69·1 (+11)	63·7 (+21)
Seasonally adjusted	*64*	*63*	*75*
Soviet Union	28·3 (— 6)	38·7 (+10)	26·8 (+24)
Other	33·4 (+13)	30·4 (+13)	36·9 (+19)
Latin America	78·7 (+ 8)	56·5 (—12)	77·4 (— 6)
Seasonally adjusted	*77*	*63*	*73*
Venezuela	17·6 (+17)	15·7 (+19)	19·7 (+19)
Argentine Republic	20·5 (+ 9)	10·6 (—25)	10·4 (—56)
Other	40·6 (+ 5)	30·3 (—19)	47·3 (+11)
Other non-sterling	122·8 (+10)	150·8 (+52)	143·3 (+14)
Seasonally adjusted	*120*	*160*	*126*
Middle East	60·6 (+25)	93·1 (+113)	70·6 (+23)
Japan	23·0 (+18)	22·2 (+19)	24·9 (+ 7)
Other	39·2 (—10)	35·5 (— 4)	47·7 (+ 7)
Total Non-Sterling	1,140·5 (+ 8)	1,254·9 (+25)	1,415·9 (+25)
Seasonally adjusted (a)	*1,144*	*1,248*	*1,389*
(b)	*1,133*	*1,234*	*1,369*
Total All Countries	1,584·4 (+ 5)	1,688·4 (+20)	1,992·7 (+24)
Seasonally adjusted (a)	*1,576*	*1,714*	*1,947*
(b)	*1,566*	*1,699*	*1,927*

(*a*) Including US military aircraft, etc.
(*b*) Excluding US military aircraft, etc.

Imports of basic materials, after falling sharply at the end of 1966, continued at the reduced rate until the fourth quarter of last year when, with increased prices due to devaluation and with some volume increase, their value rose moderately. There has been a further 8 per cent rise in value in the first quarter of this year with a large part of the increase due to higher volume. This is a sector of imports which falls away by volume when there is a pause in United Kingdom industrial output, but rises faster than industrial output at the beginning of re-expansion. In the first full quarter following devaluation prices continued to rise as well. All the increase in the value of basic materials was in imports of crude materials which were £8 million, 10 per cent higher, whilst imports of animal and vegetable oils and fats fell sharply in the quarter. Imports of timber, which had levelled out last year after the sharp fall in 1966 were £2½ million (16 per cent) more than in the fourth quarter of last year. Prices of imported softwood and of woodpulp which had been falling a little rose at the end of 1967, and these imports were very much higher in the first quarter of this year than the first quarter of last year, with higher prices and quantities contributing. Imports of wool were declining in value during the last three years. Prices had been falling during 1967 and have declined further in the first quarter but, with a very sharp rise in volume in the first quarter, wool imports increased by value to £9 million a month, some 20 per cent more than in the previous quarter. Imports of other textile fibres, including cotton, likewise showed a substantial increase in the first quarter after remaining fairly steady through last year. There was a sharp increase, too, in the remaining crude material imports; these went up by 9 per cent on the previous quarter. Included in this category are imports of hides and skins which had fallen back last year after the strong growth of 1966, and were this quarter far in excess of the low figure a year earlier. There appeared to be little further change in iron ore imports in the first quarter of the year after a marked incease during the previous quarter. Imports of crude rubber have fallen since the first quarter of last year.

Imports of partly processed goods other than chemicals form by far the largest part of the semi-manufactured group. Higher imports of these goods in the first quarter accounted for some £32 million a month of the total £37 million increase for semi-manufactures as a whole, and imports of chemicals rose by £5 million a month. The increase in chemical imports, though smaller in value was not insignificant – it represented a rise of around 19 per cent and most types of chemicals have increased substantially in recent months. Within the group of semi-manufactures other than chemicals, imports of precious stones and silver increased by over £10 million a month and £8 million a month respectively between the fourth and first quarters, whilst other semis were higher by about £14 million a month (15 per cent). Of the increase of 19 per cent in the value of imports of chemicals, about half reflected higher prices since devaluation and the rest an increase in the volume of these products. For 'other semis' except precious stones and silver, more than a half of the rise of 15 per cent reflected higher unit values, partly due to high copper prices, which rose by about a third, and the remainder an increase in volume. The rise in volume affected a wide range of products in which there had already been some increase in the previous quarter. In recent months, there have been substantial increases in the volume of arrivals of newsprint, paper and board, textiles, and iron and steel, as well as of chemicals, but imports of non-ferrous metals have eased back by quantity though still very high by value in the first quarter.

Increased prices in goods from countries which have not devalued have played an important part in the higher values in the first quarter of many semi-manufactured goods, especially wood manufactures, newsprint, paper and board, and iron and steel, most of which come from non-sterling countries. Cotton yarns and some other textile manufactures, which were also sharply higher by value in the first quarter, will also have been affected by devaluation. Imports of non-ferrous metals had fallen back last year after the strong growth in the two previous years due in the main to higher priced copper imports, but with copper prices high again in the early months of this year, there was a surge forward in the value of non-ferrous metal imports, and they were half as much again by value as in the first quarter of 1967; copper imports were up by a fifth in value, though quantities imported were slightly reduced. Silver and platinum imports (especially silver bullion) were high at the end of last year, and have been even higher in the first three months of this year, whilst the value of aluminium and aluminium alloys imported was one and a half times that imported at the same time last year, and imports of other non-ferrous metals including lead and zinc were also higher.

(*Continued on next page*)

Imports and United Kingdom exports

Quarters or quarterly averages — £ million

Section and Division	Imports				United Kingdom Exports			
	Year 1966	Jan.-Sept. 1967	4th qtr. 1967	1st qtr. 1968	Year 1966	Jan.-Sept. 1967	4th qtr. 1967	1st qtr. 1968
0. Food and Live Animals . . . . . Total	393·1	404·5	397·8	465·0	42·2	42·6	40·0	42·2
00 Live animals	12·4	13·0	11·7	11·6	5·7	6·4	6·4	2·6
01 Meat and meat preparations	93·6	96·8	82·2	101·3	3·2	2·8	1·8	1·5
02 Dairy products and eggs	48·7	49·4	59·4	61·2	3·0	2·7	3·0	3·2
03 Fish and fish preparations	15·5	16·2	19·1	18·5	2·5	2·3	2·5	2·8
04 Cereals and cereal preparations	55·4	56·7	52·3	64·6	10·4	10·8	8·1	13·6
05 Fruit and vegetables	78·1	83·8	75·8	96·5	3·8	2·8	4·7	3·9
06 Sugar, sugar preparations and honey	26·6	26·5	23·8	27·4	5·4	6·1	4·8	5·3
07 Coffee, cocoa and preparations, tea and spices	40·0	40·7	48·9	57·3	3·4	3·5	4·2	3·9
08 Feeding stuff for animals	17·2	16·3	18·3	20·5	1·9	2·2	1·8	1·7
09 Miscellaneous food preparations	5·6	5·1	6·1	6·0	2·9	2·9	2·6	3·3
1. Beverages and Tobacco . . . . . Total	34·8	34·3	51·0	45·8	39·7	38·2	48·2	46·6
11 Beverages	13·6	15·0	19·6	18·0	34·2	32·2	42·6	39·3
12 Tobacco	21·2	19·4	31·5	27·8	5·5	6·0	5·6	7·2
2. Crude Materials, Inedible . . . . . Total	249·3	236·0	242·6	271·1	37·1	37·6	33·4	41·5
21 Hides, skins and fur skins, undressed	16·6	12·2	14·5	18·4	1·8	1·8	2·0	2·2
22 Oil seeds, oil nuts and oil kernels	11·2	8·6	11·0	10·0	0·1	0·1	0·1	0·1
23 Crude rubber (including synthetic and reclaimed)	11·5	11·0	11·5	11·7	3·0	2·7	2·9	3·9
24 Wood, lumber and cork	48·5	47·1	50·6	38·7	0·2	0·1	0·1	0·2
25 Pulp and waste paper	33·4	30·8	33·9	40·8	0·4	0·5	0·5	0·5
26 Textile fibres, not manufactured and their waste	55·1	51·2	43·1	64·2	21·2	19·8	16·6	20·0
27 Crude fertilizers and minerals	13·5	12·8	13·4	14·5	5·9	6·2	6·5	7·3
28 Metalliferous ores and metal scrap	47·3	50·1	52·6	59·4	3·5	5·3	3·9	6·0
29 Crude animal and vegetable materials	12·2	12·0	12·1	13·4	1·1	1·0	1·0	1·4
3. Mineral Fuels, Lubricants, etc. . . . . Total	156·2	171·0	218·2	221·3	33·6	33·0	29·5	40·5
33 Petroleum and petroleum products	152·8	167·6	213·7	215·0	28·5	29·6	25·7	36·2
Coal, coke, gas and electric energy	3·4	3·5	4·5	6·3	5·0	3·5	3·8	4·3
4. Animal and Vegetable Oils and Fats . . . Total	15·9	16·2	14·0	13·7	1·5	1·6	1·3	1·8
5. Chemicals . . . . . Total	73·5	82·3	82·5	105·4	117·3	127·2	111·1	143·5
51 Chemical elements and compounds	30·5	35·2	32·7	40·8	27·7	29·8	28·3	35·4
53 Dyeing, tanning and colouring materials	4·1	4·7	4·9	6·2	14·1	14·7	13·9	16·6
54 Medical and pharmaceutical products	3·6	3·6	5·1	4·7	18·3	19·9	18·8	23·7
55 Essential oils and perfume materials	4·1	4·3	3·7	6·0	10·1	11·1	10·0	12·1
56 Fertilizers, manufactured	4·5	6·5	6·8	9·3	2·0	2·5	1·0	2·2
58 Plastic materials and artificial resins	14·8	16·2	16·7	20·4	22·3	24·5	20·8	25·3
All other chemical materials and products	11·7	11·8	12·6	18·0	22·8	24·8	18·3	28·2
6. Manufactured Goods Classified Chiefly by Material. Total	296·3	314·1	329·5	438·4	312·2	323·3	288·4	382·2
61 Leather, leather manufactures and dressed furs	7·3	6·8	6·9	8·0	8·3	7·6	7·7	9·1
62 Rubber manufactures, n.e.s.	3·7	3·8	4·0	5·7	11·9	13·6	13·0	15·9
63 Wood and cork manufactures (excluding furniture)	16·6	20·6	19·1	23·2	1·2	1·4	1·1	1·5
64 Paper, paperboard and manufactures thereof	33·3	38·4	39·9	46·9	13·5	13·8	12·3	15·9
65 Textile yarn, fabrics and articles	39·7	43·9	50·5	61·9	65·2	63·9	58·6	70·8
66 Non-metallic mineral manufactures	55·8	63·8	59·5	92·0	71·5	71·8	60·8	93·6
67 Iron and steel	21·9	29·1	32·8	39·5	53·8	59·6	50·3	62·0
68 Non-ferrous metals	105·4	92·9	101·8	143·8	48·0	52·0	50·3	69·2
69 Manufactures of metal, n.e.s.	12·7	14·8	15·0	17·4	38·8	39·7	34·3	44·1
7. Machinery and Transport Equipment . . . Total	170·2	213·2	227·3	277·8	545·2	543·4	477·6	651·7
71 Machinery other than electric	107·4	127·5	129·4	158·0	260·9	264·2	243·1	323·6
72 Electrical machinery, apparatus and appliances	37·6	44·1	51·6	58·6	86·4	88·2	80·3	107·4
73 Transport equipment	25·2	41·6	46·2	61·2	197·9	191·0	154·2	220·6
8. Miscellaneous Manufactured Articles . . . Total	77·7	91·5	102·5	119·0	94·9	104·0	99·8	118·1
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·4	1·4	1·8	1·9	2·9	2·9	2·6	3·4
82 Furniture	2·0	2·8	2·9	3·8	3·7	3·8	3·4	4·3
83 Travel goods, handbags and similar articles	0·7	1·1	1·2	1·6	0·7	0·7	0·6	0·7
84 Clothing	17·2	20·4	22·2	28·4	13·2	15·4	17·3	16·2
85 Footwear	5·6	7·0	5·8	10·2	4·2	4·9	5·2	5·3
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	19·6	23·9	26·8	27·6	28·4	31·2	27·9	35·0
Miscellaneous manufactured articles, n.e.s.	31·0	35·0	41·7	45·6	41·8	45·1	42·7	53·2
5-8 Manufactured Goods . . . . . Total	617·6	701·1	741·8	940·5	1,069·7	1,097·9	976·9	1,295·5
9. Commodities and Transactions not Classified according to Kind . . . . . Total	19·8	21·2	23·0	35·4	38·0	35·1	39·0	35·4
TOTAL ALL SECTIONS	1,486·7	1,584·4	1,688·4	1,992·7	1,261·7	1,285·9	1,168·2	1,503·5

Mineral fuels and lubricants

There was an easing back in the value of fuel imports in the first quarter of this year. At £70 million a month, seasonally adjusted, they were £5 million a month, 6 per cent, less than the high rate in the last quarter of 1967. Prices continued to rise and were 4 per cent higher than in the previous quarter, but a much lower volume more than offset the rise in unit value. The volume of fuel imports had been high in the fourth quarter last year, largely due to the ending of the oil embargo imposed at the time of the Middle East crisis earlier in the year. The disturbances in the Middle East, and the subsequent closing of the Suez Canal had an adverse effect on oil prices, which had been falling, and on the pattern of arrivals throughout last year. They led to dearer oil freight charges, the substitution of dearer priced oil from sources other than the Middle East (notably Iran and the United States) and erratic arrivals. The unit values of fuel imports were easing back from the high level reached in August and September when devaluation occurred and again caused import prices to rise. In the first quarter of 1968, fuel imports from the United States fell as the Middle East sources again became available, and fuel supplies generally returned a little nearer to normal after the exceptionally high figures at the end of last year.

Finished manufactures

Imports of finished manufactures (goods in sections 7 and 8 of the Overseas Trade Accounts) increased by 13 per cent (£13 million a month) between the fourth quarter of 1967 and the first quarter of this year. These imports had also increased sharply in the final quarter of the last year, after showing little change during the first three quarters of 1967, although imports in that period had risen markedly following the removal of the temporary import charge towards the end of 1966. In the past, these imports have recorded the fastest rates of growth of some 17 per cent per annum in value and about 15 per cent per annum in volume.

Compared with the middle two quarters of 1967, before the dock strikes or devaluation began to affect the figures, these imports in the first quarter of 1968 increased on average by about 13 per cent in value and 10 per cent in prices, as measured by the unit values of finished goods. Much of the price increase reflects the effect of devaluation, since these goods are largly imported from the other main importing countries which did not devalue at the same time. Between October 1967, the last complete month before devaluation, and March 1968, the unit value index of these imports rose by about 8 per cent. Of the rise in value of finished manufactures, which amounted on average to £25 million a month between the two middle quarters of 1967 and the first quarter of this year, some two-thirds was in capital goods, which account for the greater part of finished goods, and the remainder in consumer goods.

The increase of £13 million a month on average between the first quarter of this year and the preceding quarter was mainly in capital goods (£10 million a month) and the remainder in consumer goods. About one-third of the increase for finished goods as a whole reflected higher prices and two-thirds an increase in the volume of imports.

The increase between the fourth and first quarters in capital goods appeared over a wide range of machinery and engineering products and instruments. There were moderate increases in imports of office machinery, including computers, electric machinery, agricultural machinery, aircraft engines, ships and boats and scientific and control instruments, with numerous smaller increases over broad groups of non-electric machinery. There have been additional ships built abroad for British owners, not recorded so far in the trade accounts, to a value of about £3 million a month (the corresponding figure for the first quarter last year was £7 million a month) and these have been allowed for in the calculation of the visible balance.

The growth in the volume of imported capital goods since the middle of last year has been a little greater than the long-term average rate in the past. Many of these products are ordered many months in advance and devaluation was not expected to act quickly in restraining their growth. It takes time for home suppliers to provide substitutes for these classes of imports, in which design, performance, delivery dates and technical factors are important considerations in addition to price. Of the rise of some £3 milhon a month in imports of consumer goods between the fourth and first quarters, most of the rise has been in cars (about £1 million a month), domestic refrigerators and clothing and footwear (over £1 million a month with increased arrivals mainly from Hong Kong). There have also been small increases over a wide range of consumer goods, durable and non-durable. Compared with the first quarter of last year imports of cars and motor cycles have more than doubled as have imports of domestic refrigerators; these latter, however, are not large (about £2 million in the quarter). Imports of clothing and footwear have risen by about a third over the two periods.

SOURCES OF IMPORTS

The changes in the area pattern of imports in the first quarter were largely a reflection of factors affecting imports generally and changing trends in the commodity composition of imports. The strong growth in imports of manufactured goods since the removal of the temporary import charge, the initial effects of devaluation, the unusually high imports of foods in the first quarter, and the after-effects of the closing of the Suez Canal and the oil embargo have all influenced the area pattern of arrivals. Imports from the main manufacturing areas continued to grow strongly, accounting for £49 million of the £76 million a month rise in imports from the previous quarter and reflecting the sharp rises in imports of manufactured goods. Imports from Western Europe, at £243 million a month, were 12 per cent higher than in the fourth quarter, and imports from North America (excluding United States military aircraft), at £122 million a month, were 23 per cent more. Imports from the sterling area showed further strong growth and were nearly a quarter more than in the final quarter of 1967; the rise was in part attributable to arrears from the autumn dock strikes, but high food imports and exceptionally heavy imports of silver bullion and high imports of copper (from Zambia), together with the resumption of oil supplies from the Middle East sterling countries also contributed. The fall, generally, in imports of fuel in the first quarter affected imports from the rest of the world; though still remaining high, these fell by £11 million a month (about a fifth). Imports from the remaining areas, Soviet Union and Eastern Europe, and Latin America, though relatively small also increased considerably. Higher imports of copper and oil contributed to the rise from Latin America.

Sterling area

There was a rise of £36 million a month, about a quarter, in the value of imports from the sterling area in the first quarter compared with the final quarter of 1967. About a third of the rise was in imports from the Middle East countries, but there were also increased imports from Australia, New Zealand, South Africa, the Irish Republic and Nigeria, whilst imports from India fell a little. Higher imports of oil from Kuwait and Libya accounted for much of the rise from the Middle East. This indicated a further return to a more normal pattern of trade in fuel imports following the improvement in the Middle East situation (alternative but more expensive supplies of oil had been obtained from the United States when the oil embargo was imposed, and there were delays to shipping when the Suez Canal was closed). There were higher imports of lamb and dairy produce from New Zealand, which were probably a backlog from the autumn dock strikes. Higher imports of lead and lead alloys largely accounted for the rise in imports from Australia.

North America

After the low figures in the fourth quarter last year, imports from North America showed strong growth in the first quarter of this year. At £122 million a month, including United States military aircraft, they were nearly a quarter more. There was little change in the arrivals of military aircraft in the two quarters. Except for the last quarter, high levels had been maintained throughout last year, in the first half year, because of the rise in imports that followed the removal of the charge and after that, because high imports of fuel were obtained from the United States until the lifting of the Middle East oil embargo made normal sources available. In the first quarter of this year, imports from both Canada and the United States were much higher, those from the United States being £15 million (24 per cent) and those from Canada, £6 million (17 per cent) more. Higher imports of machinery, more especially non-electrical, accounted for much of the rise in imports from the United States (excluding military aircraft) but there were also large increases in some non-ferrous metal imports, especially silver and platinum. Higher imports of copper contributed largely to the increase from Canada.

Western Europe

Imports from Western Europe, which had expanded in 1967 after the removal of the import charge, continued to grow at a very similar rate in the first quarter of this year. At £243 million

(*Continued on next page*)

UNITED KINGDOM TRADE, *continued*

a month they were 12 per cent more than in the previous quarter, with imports from both the Common Market at the EFTA countries increasing at around the same rate (11 per cent and 13 per cent respectively). There were increased imports from all of the countries comprising the two groups, and in particular in imports from Western Germany, Belgium, Italy, Norway and Finland were substantially higher, though there were moderate rises in imports from all of the other countries.

Soviet Union and Eastern Europe

There was further strength growth in imports from the Soviet Union and Eastern Europe. These imports have been growing steadily for some years; in the first quarter they were, at £25 million a month, 19 per cent higher than in the fourth quarter of last year.

Latin America

Imports from Latin America after falling for some years, reversed this trend last year with higher imports of copper, oil and meat. The growth has continued in the first quarter with imports at £24 million a month, some 16 per cent more than in the fourth quarter last year. Imports from Chile rose in the period with high imports of copper, and there were higher imports of oil from Venezuela whilst with the embargo on meat from South America imports from the Argentine Republic were reduced (compared with the first quarter last year they were more than halved).

Rest of the World

Imports from the Rest of the World are still high, though in the first quarter they were about a fifth less than in the previous quarter when they had been high as oil imports from the Middle East began to arrive again. Imports from Japan were reduced a little in the quarter.

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports were published on April 29* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for May, due to be published on or about May 27.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the trade accounts.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

Change in coverage in the Overseas Trade Accounts from January 1968

There was a change in the coverage of the overseas trade statistics from January 1968. Previously imports of spare parts for the maintenance of foreign registered and owned aircraft used on international air services, and re-exports of such spares, had been included in the figures of external trade of the United Kingdom.

From January 1968, imports and re-exports of these spares have been excluded from the figures. No adjustments will be made in respect of trade in these spares in earlier periods as detailed information is not available; in 1967, imports of these spares are estimated to have been £14 million and re-exports £9 million.

* Accounts relating to the Overseas Trade of the United Kingdom, March 1968. HMSO, price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Picadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Extracts from the Statement by the Chairman, The Rt. Hon. Lord Latymer, at the 101st Annual General Meeting held in London on the 8th May, 1968.

Ottoman Bank

Incorporated in Turkey with Limited Liability

I have to tell you first of a change in the Committee of your Bank. Following the amalgamation which has taken place between de Neuflize, Schlumberger et Compagnie and Mallet Frères et Compagnie, this new institution will, at their request, be represented by Monsieur Philippe Mallet, who has been a Member of the Committee of your Bank for 31 years. As a result, the Baron de Neuflize, who has been a Member of the Committee since 1958, will not be seeking re-election.

I am sure you will wish me to record how much we have valued the many services performed for your Bank by Baron de Neuflize during the last ten years.

Two events occurred during the year under review which were of the utmost significance to the Ottoman Bank. These were the outbreak of hostilities in the Middle East in June and the devaluation of the Pound Sterling in November.

The war in the Middle East, and its subsequent effects, is unfortunately a matter which causes your Committee the utmost concern. Until it is possible for the countries involved to come to a fair and lasting settlement, the business of your Bank cannot fail to be adversely affected. It is greatly to be hoped that the major powers in the world will realise the appalling danger inherent in the present situation and will bring their influence to bear so that a just peace may be restored.

At the present time, the West Bank of the Jordan is in occupied territory, and the five Branches of your Bank, two in Jerusalem, and one each in Bethlehem, Nablus and Ramallah, have been closed since 5th June by order of the Jordan Government.

It has not yet proved possible to reopen these Branches despite the hardship the closures have inflicted on our numerous depositors.

It seems extremely unlikely that arrangements acceptable to the two Governments concerned will be possible in the near future to permit the re-opening of these Branches, until a general peace treaty has been concluded. Your Committee has this problem constantly before it.

When Sterling was devalued last November, nearly all the countries in the Sterling Area in which the Bank operates maintained their pre-devaluation parities. I am glad to say, however, that no heavy loss was caused by this devaluation of Sterling since the possibility of such an event had been foreseen by your Committee and measures had been taken to lessen any harmful effects to your Bank.

TURKEY

During 1967, which was the final year of the first Five Year Development Plan (1963/1967), Turkey's economy continued to develop satisfactorily. During this five year period the rate of growth in the economy attained an average annual rate of 6.6%, which almost reached the 7% envisaged by the Plan, while the Industrial Sector alone claimed an increase of 9.6%.

Agriculture is still the most important sector of the economy. This year it made noticeable progress due to favourable climatic conditions and to the increased use of fertilizers.

Industry is expanding considerably and represents an ever-increasing part of the country's gross national product.

Production of crude oil has expanded continuously from 745,000 tons in 1963 to 2,728,000 tons in 1967.

Output of electricity continues to grow; it exceeded Kw. 6,000,000,000 in 1967.

Tourism is developing rapidly and the road and hotel network is being continuously expanded.

The implementation of the first Five Year Plan (1963/1967) resulted in an increase in the gross national product, on the basis of 1965 prices, from LTq.62,000,000,000 in 1962 to a provisional figure of LTq.85,000,000,000 in 1967.

JERSEY

During 1967, your Bank's activities have been extended by the opening of a Branch at St. Helier, Jersey, which commenced limited business in November in temporary premises.

I am happy to say that this venture appears to be progressing favourably and that deposits are increasing.

We expect the new premises to be completed in the summer and the Branch will then offer a full range of banking services.

WEST END

Although outside the year under review, I am sure you will be interested to learn of a further extension of the business of your Bank. In February last, we opened a Branch in the West End of London at Number 7 Cork Street, W.1. Whilst the main purpose of the new Branch is to provide a service to your Bank's overseas customers and to customers operating in the West End, it is fully equipped to transact all types of banking business.

BALANCE SHEET

The Balance Sheet totals for 1967 show the considerable increase of some £30,000,000 compared with 1966. Of this £30,000,000, approximately one half is due to the conversion into Sterling at the new rates of those currencies which did not devalue in November, 1967 and the other half represents the expansion of the Bank's business.

Of the increase, £22,000,000 is in "Current, Deposit and Other Accounts" and £8,000,000 in "Acceptances, Endorsements and Guarantees". The liquidity percentage for "Cash", "Money at Call and Short Notice" and "Bills Receivable" of 37.8% compares with just under 37% last year.

PROFIT AND LOSS ACCOUNT

The profit for the year amounts to £570,867 compared with £463,110 in 1966. After deducting the portion awaiting transfer into Sterling (£297,173), the remitted result of the year is £273,694, an increase of £19,855 over last year's figure.

Remittances in respect of previous years total £229,522 compared with £197,639 in 1966.

The total amount available including the balance brought forward is therefore £525,341. From this sum an appropriation of £200,000 has been made to Reserve for Contingencies. Your Committee recommend that a dividend of 12/- per share be paid, which will absorb £300,000 and entails payments, in conformity with Article 40 of the Statutes, to the Holders of Founders Shares, of £12.17.2d. per whole share, amounting to £2,778, and to the Members of Committee of a similar amount, leaving £19,785 to be carried forward.

STAFF

I am sure that you would like to join me in a message to our staff, thanking them for their hard work and loyalty during a most difficult year.

Copies of the Report and Accounts may be obtained from: The Secretary, Ottoman Bank, 18/22 Abchurch Lane, London, EC4.

Retail sales in March

Volume of sales

THE VOLUME of retail sales in the first quarter of 1968 was, after seasonal adjustment, nearly 2 per cent higher than in the previous quarter, thereby maintaining the rate of growth in line with that which has prevailed since the autumn of 1967. A fall in the sales of food shops of 2 per cent in volume terms between the quarters was more than balanced by a rise of nearly 6 per cent in the volume of sales of non-food shops. Within this latter group durable goods shops showed the greatest increase (about 13 per cent in volume terms), but clothing and footwear shops and the miscellaneous group of other non-food shops also showed sizeable increases (about 3 per cent in volume terms); these, though smaller than the increase for durable goods shops, nevertheless represented large rises for these kinds of business.

For March itself, the seasonally adjusted index of the volume of sales was 107 (1966=100) as compared with 104 and 105 in January and February, respectively. While the month-to-month changes are subject to random fluctuations and there are additional uncertainties as to the effect of pre-Easter buying on March business, the index for March gives some indication of the high level which retail sales reached in that month. The weekly figures of the sales of department stores during March (see *Board of Trade Journal* of April 19), suggest that it was in the earlier part of the month, i.e. before the Budget, that trade was especially buoyant.

Value of sales

Total retail sales, in value terms and not allowing for seasonal factors, were 8 per cent higher in March 1968 than a year earlier. This was a larger increase on a year earlier than has been recorded recently. It has been influenced by pre-Budget buying and possibly also by the different date of Easter. In 1967 Easter Friday fell on March 24 and the March period included the rather dull week immediately following the Easter weekend; this year Easter fell in the April period but the March period probably included some of the extra pre-Easter buying.

Food shops

The increases in the value of sales of most kinds of food shops in the first quarter of 1968, compared with the corresponding quarter of 1967, were very much in line with the corresponding increases recorded in the last quarter of 1967, except in the case of off-licences whose sales were influenced by pre-Budget buying in the expectation of increases in duties. Here a rise of 11 per cent for the first quarter as compared with a year earlier was much greater than recent increases. For March itself the increase of 14 per cent was higher than the increases shown in January and February.

Clothing and footwear shops

Sales of clothing and footwear shops continued to run at a high level; after seasonal adjustment they were some 4 per cent higher in the first quarter of 1968 than in the last quarter of 1967. In March itself the value of sales was 6 per cent higher than last year, much the same increase as was recorded for each of the previous two months, but this series may have been influenced by pre-Easter buying. Prices are estimated to have increased by less than 1 per cent over last year, so much of the rise has been in increased volume of trade.

Sales of footwear shops were only 3 per cent higher in the first quarter of 1968 compared with the first quarter of 1967, much the same as the average rate of increase through 1967, but lower than the 5 per cent increase recorded in the fourth quarter of that year. As the monthly figures indicate, sales move erratically and the increases in the first quarter ranged from 9 per cent in January to 'nil' in March, as compared with a year earlier. Sales of both women's wear shops and men's wear shops, on the other hand, were steadier during the quarter and each showed increases of 6 per cent, as compared with the first quarter of 1967,

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) — 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
1967 February	100	100	101
March	101	101	101
April	100	100	99
May	99	101	98
June	101	100	101
July	101	101	100
August	102	102	103
September	102	102	102
October	102	102	102
November	104	103	105
December	105	104	105
1968 January	104	100	108
February	105	101	110
March	107	102	112

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
1967 February	102	101	102	101	101	103
March	103	103	103	103	97	104
April	101	102	100	95	103	102
May	101	103	98	95	100	100
June	102	101	103	104	100	102
July	102	102	102	101	103	101
August	103	103	104	104	104	105
September	103	103	103	102	106	102
October	104	104	104	99	109	105
November	106	105	106	106	110	105
December	107	107	107	106	111	107
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

Durable goods shops

In the first quarter of 1968 the value of sales of durable goods shops was, after making allowance for seasonal factors, 13 per cent higher than in the last quarter of 1967. Thus the revival in the sales of durable goods shops which began early in 1967 and gathered force during the year was intensified by pre-Budget buying so that record levels of business were reached in the first quarter of 1968.

Compared with a year earlier sales of durable goods shops were 24 per cent higher than in the first quarter of 1967. Prices are estimated to have risen by nearly 2 per cent over this period. In March the increase on a year earlier, at 32 per cent, was higher

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

March – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).
Figures for earlier periods appeared in the *Board of Trade Journal* of April 5, 1968.

1966 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	104 + 8	102 + 6	108 +12	100 + 3
FOOD SHOPS	105 + 4	102 + 2	112 + 9	100 Nil
Grocers	106 + 4(f)	102 + 1	115 + 9	99 Nil(f)
Butchers	104 + 3	.. ..	.. ..	.. ..
Greengrocers, fruiterers	98 — 5	98 — 5	106 + 2	90 —13
Fishmongers, poulterers	99 — 3	.. ..	.. ..	.. ..
Bread and flour confectioners	109 + 5(g)	108 + 5	111 + 5	.. ..
Off-licences	100 +14	95 +14	105 +15	.. ..
Dairymen	108 + 7	.. ..	.. ..	108 + 4
NON-FOOD SHOPS	104 +12	.. ..	.. ..	.. ..
Clothing and footwear shops	92 + 6	91 + 6	94 + 6	86 Nil
Footwear shops	88 Nil	90 + 4	88 — 2	84 — 4
Men's and boys' wear shops	92 + 8	86 + 8	98 +10	74 — 2
Women's, girls', and infants' wear, drapery and general clothing shops	93 + 6	92 + 6	95 + 7	89 + 2
Large (c)	—	96 + 7	—	—
Medium (c)	—	92 + 7	—	—
Small (c)	—	91 + 5	—	—
Durable goods shops	119 +32	110 +26	134 +41	114 +29
Furniture shops	105 +25	106 +22	103 +35	—
Large (c)	—	114 +28	—	—
Medium and small (c)	—	103 +20	—	—
Other durable goods shops	131 +37	116 +30	144 +42	—
Electricity showrooms	166 +75	—	166 +75	—
Gas showrooms	147 +44	—	147 +44	—
Radio and television rental specialists	..	..	126 +17	—
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	125 +38	—	—	—
Miscellaneous non-food shops (b)	103 + 7	..	..	..
Confectioners, tobacconists, newsagents	104 + 2	103 + 2	111 + 1	—
Booksellers, stationers	..	104 + 9	..	—
Chemists, photographic goods dealers (d)	100 +13	100 +12	102 +16	94 + 5
Jewellers	119 +41	117 +38	125 +50	—
Leather goods, sports goods, toys and fancy goods shops	81 + 8	..	..	—
Ironmongers and hardware shops	109 + 9	110 + 9	105 +15	—
Other miscellaneous non-food shops	—	117 + 9	—	—
Department stores	100 +15	—	—	—
Mail order businesses	119 +14	—	—	—

*Rental specialists are no longer included in this kind of business.

than in January (16 per cent) or February (22 per cent). Most kinds of business in this group showed movements of this nature, recording higher increases in March than in earlier months. The highest increase on March 1967 sales was recorded by electricity showrooms (75 per cent). The receipts of television rental specialists, with an increase of 15 per cent in the first quarter of the year, continued to grow at the rather higher rate which appeared towards the end of last year.

Other non-food shops

Turnover of mail order houses in the first quarter of 1968 was 10 per cent higher than in the first quarter of 1967, a rate of increase which was greater than that reached in any quarter of 1967 compared with a year earlier. In March itself, the increase over the previous year reached 14 per cent (above a particularly low figure in 1967). Sales of department stores were also running very much higher in the first quarter of 1968, when their sales were 14 per cent higher than in the first quarter of 1967. More detailed information on the weekly sales of non-food departments has already been published, showing the large increases recorded by durable goods departments.

Most other non-food kinds of business maintained much the same increases over the previous year in the first quarter of 1968 as prevailed in the fourth quarter of 1967. There were, however, exceptionally large increases in the sales of jewellers where an increase of 41 per cent was recorded in March, 28 per cent for the quarter as a whole, and for chemists and photographic dealers where the corresponding increases were 13 per cent and 9 per cent respectively.

(Continued on next page)

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RETAIL SALES IN MARCH, *continued*

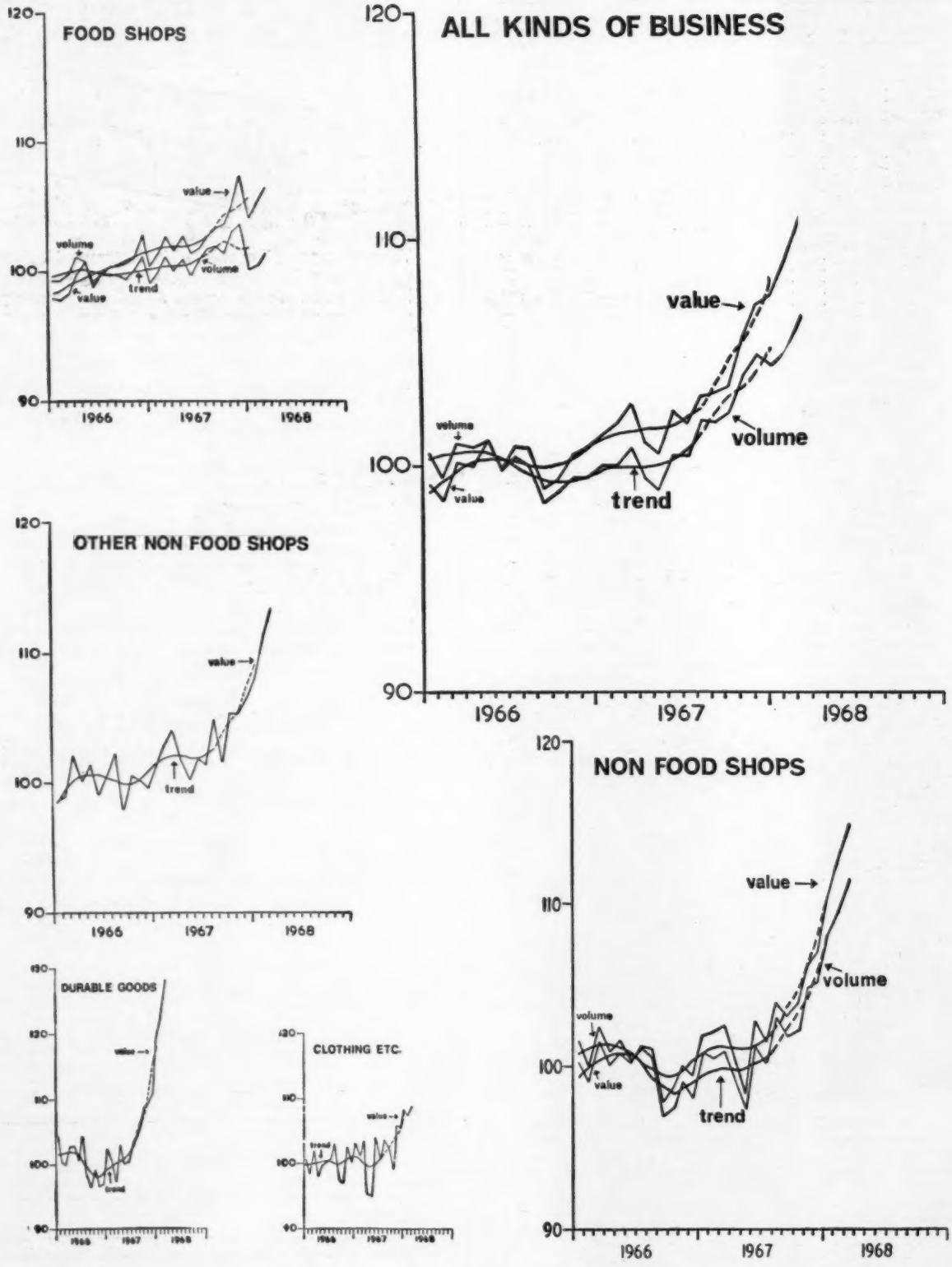

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)				Food shops (£4,952)				Non-food shops											
									Total (£6,420)				Clothing and footwear shops (£1,727)		Durable goods shops (£1,176)		Miscellaneous non-food shops (b) (£2,542)		Department stores (£544)		Mail order businesses (£431)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1967 Year	103	+3	101	+1	103	+3	101	+1	103	+ 3	102	+ 2	102	+2	104	+ 4	103	+3	104	+ 4	106	+ 6
1966 1st quarter	92		93		96		98		88		89		83		96		88		87		88	
2nd quarter	97		97		99		99		96		96		98		95		95		92		96	
3rd quarter	97		97		98		98		96		96		95		97		99		95		87	
4th quarter	114		113		106		106		120		118		124		112		118		125		129	
1967 1st quarter	94	+3	93	Nil	100	+4	99	+1	90	+ 2	88	— 1	84	+2	94	— 2	91	+3	88	+ 1	93	+ 5
2nd quarter	98	+1	97	—1	101	+2	99	Nil	96	Nil	95	— 2	97	—1	94	— 1	96	+1	93	Nil	101	+ 6
3rd quarter	100	+3	98	+2	100	+2	99	+2	99	+ 3	98	+ 2	97	+2	102	+ 5	101	+2	99	+ 4	91	+ 4
4th quarter	120	+5	118	+4	111	+4	108	+2	127	+ 6	125	+ 6	129	+4	125	+12	123	+5	135	+ 8	140	+ 8
1968 1st quarter	101	+7	98	+5	103	+4	99	+1	99	+10	97	+ 9	89	+6	116	+24	97	+7	100	+14	102	+10
1968 January	99	+6	97	+4	102	+4	98	+1	97	+ 8	96	+ 7	94	+5	117	+16	91	+6	112	+11	77	+ 6
February	98	+7	95	+5	103	+4	99	+1	94	+10	92	+ 9	80	+6	112	+22	95	+7	86	+14	106	+ 9
March	104	+8	101	+6	105	+4	100	Nil	104	+12	101	+11	92	+6	119	+32	103	+7	100	+15	119	+14
1968 Year to date†		+7		+5		+4		+1		+10		+ 9		+6		+24		+7		+14		+10

(ii) Analysis by kind of business: value only.

Sales in 1966 – provisional estimates (£ million)	Food shops												Clothing and footwear shops					
	Grocers (f) (£2,919)		Butchers (£724)		Greengrocers, fruiterers (£312)		Fishmongers, poulterers (£82)		Bread and flour confectioners (g) (£254)		Off-licences (£217)		Dairymen (£444)		Footwear shops (£268)		Men's and boys' wear shops (£362)		Women's wear shops (£1,097)	
1967 Year	103	+3	101	+1	101	+1	99	—1	104	+4	106	+ 6	104	+4	102	+2	100	Nil	102	+2
1966 1st quarter	96		101		92		98		97		81		99		79		87		82	
2nd quarter	99		96		113		102		99		83		100		105		99		97	
3rd quarter	98		96		102		97		100		87		99		97		95		95	
4th quarter	106		107		93		103		104		149		102		119		119		127	
1967 1st quarter	100	+4	102	+2	96	+4	100	+2	100	+4	87	+ 7	102	+3	81	+3	87	Nil	84	+2
2nd quarter	101	+2	98	+2	111	—2	99	—3	103	+3	87	+ 4	105	+5	102	—3	97	—3	97	Nil
3rd quarter	101	+3	96	—1	103	+1	94	—3	104	+4	91	+ 6	104	+5	99	+3	97	+2	96	+2
4th quarter	111	+4	110	+3	93	Nil	103	Nil	110	+6	157	+ 5	108	+5	125	+5	121	+2	132	+4
1968 1st quarter	104	+4	106	+3	93	—3	99	—1	105	+5	97	+11	108	+6	84	+3	93	+6	89	+6
1968 January	103	+4	107	+3	88	—2	100	+2	97	+3	97	+ 9	107	+5	91	+9	104	+5	92	+4
February	104	+4	107	+4	91	—4	99	—1	107	+6	92	+ 8	108	+6	72	+2	83	+6	81	+7
March	106	+4	104	+3	98	—5	99	—3	109	+5	100	+14	108	+7	88	Nil	92	+8	93	+6
1968 Year to date†		+4		+3		—3		—1		+5		+11		+6		+3		+6		+6

Sales in 1966 – provisional estimates (£ million)	Durable goods shops										Miscellaneous non-food shops											
	Furniture shops (£486)		Electricity showrooms (£65)		Gas showrooms (£92)		Radio and television rental specialists§ (£109)		Radio and electrical goods, etc., shops (e) (£333)		Confectioners, tobacconists, newsagents (£1,030)		Booksellers, stationers‡ (£79)		Chemists, photographic goods dealers (d) (£350)		Jewellers (£116)		Leather goods, sports goods, toys and fancy goods shops (£123)		Ironmongers and hardware shops (£298)		Other miscellaneous non-food shops (h) (£100)	
1967 Year	100	Nil	116	+16	108	+ 8	109	+ 9	108	+ 8	103	+3	105	+5	103	+ 3	104	+ 4	102	+2	102	+2	103	+3
1966 1st quarter	94		91		95		106		97		94		93		86		78		70		93		95	
2nd quarter	99		95		94		98		89		96		84		96		83		84		99		104	
3rd quarter	99		98		101		98		94		101		91		102		96		103		98		93	
4th quarter	109		115		110		99		120		109		132		117		142		143		110		107	
1967 1st quarter	89	— 5	99	+ 8	98	+ 4	110	+ 5	96	Nil	97	+4	97	+4	87	+ 1	79	+ 1	72	+3	95	+2	98	+2
2nd quarter	93	— 6	104	+10	99	+ 5	103	+ 6	91	+ 2	98	+1	88	+5	96	+ 1	83	— 1	83	—2	99	Nil	105	+1
3rd quarter	98	— 1	116	+19	111	+10	107	+10	104	+10	103	+2	96	+5	105	+ 3	97	+ 1	103	+1	101	+2	96	+3
4th quarter	118	+ 9	143	+24	124	+13	115	+16	140	+17	114	+4	137	+4	123	+ 5	158	+11	151	+5	116	+5	113	+6
1968 1st quarter	106	+19	154	+56	128	+31	127	+15	122	+27	100	+3	105	+8	95	+ 9	102	+28	76	+6	101	+7	104	+6
1968 January	110	+12	152	+42	103	+10	128	+14	124	+20	96	+4	103	+7	92	+ 6	86	+19	75	+4	95	+5	88	+4
February	102	+19	141	+47	130	+33	128	+15	116	+21	100	+5	107	+6	90	+ 7	96	+20	71	+5	98	+6	104	+5
March	105	+25	166	+75	147	+44	126	+17	125	+38	104	+2	104	+9	100	+13	119	+41	81	+8	109	+9	117	+9
1968 Year to date†		+19		+56		+31		+15		+27		+3		+8		+ 9		+28		+6		+7		+6

*Average 1966 prices. ‡Independent retailers only. †January-March. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March 1968 sales was the five weeks from February 25, 1968, to March 30, 1968, the corresponding period in 1967 was from February 26, 1967, to April 1, 1967. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in March

TOTAL INSTALMENT CREDIT extended by finance houses, durable goods shops and department stores in the first quarter of this year, when allowances are made as far as possible for normal seasonal fluctuations, was at about the same level as in the preceding quarter. Instalment credit sales by durable goods shops in the first quarter of 1968, on a seasonally adjusted basis, were 14 per cent higher than in the fourth quarter of last year; new credit extended by finance houses in the first quarter of this year was, on the other hand, 6 per cent lower than in the last quarter of 1967 when business was running at a very high level.

The total instalment credit debt owed to finance houses, durable goods shops and department stores continued to rise during the first quarter of 1968 but, on a seasonally adjusted basis, the increase was smaller than in the previous quarter.

Finance houses

Finance house business in March was, allowing for seasonal factors, at about the same level as in January and February. This level was below the average of the last quarter of 1967 and the drop in business reflects in part the tightening of hire purchase controls on cars in November.

New credit extended by finance houses in March was 50 per cent higher than in March last year, an increase on a year earlier similar to that experienced in February. For the first quarter as a whole the increase on 1967 was 48 per cent.

Both in March itself and for the first quarter the increases in motor business were greater than the overall increase whereas for industrial equipment, household and other goods they were below the average; for farm equipment and tractors, the series for which moves erratically, there were small decreases on the experience of 1967.

Debt outstanding to finance houses continued to rise but the increase for the quarter, on a seasonally adjusted basis, was £27 million as against an increase of £35 million in the last quarter of 1967.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88*	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147*	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
1967 September	155	707	101*	247	979	+ 10
October	161*	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
3 months ended December 1967	147	742	105	248	1,018	+ 39
3 months ended March 1968	138	769	120	252	1,049	+ 31
Percentage change	—6	—	+ 14	—	—	—

*Revised figures.

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Table 2. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247									
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28									
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766									
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041									

Table 2a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 2	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041									
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189									
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230									

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in the first quarter of 1968 were 38 per cent higher than in the corresponding quarter of 1967, the largest quarterly increase on a year earlier since credit sales began to recover from their depressed level following the measures of July 1966. After hire purchase restrictions on durable goods were eased at the end of August last year, instalment credit sales of durable goods shops, which had up to July been showing decreases on a year earlier, began to show large increases on the depressed levels of sales at the end of 1966; with pre-budget buying in the early months of this year, the increases rose to 50 per cent in March this year as compared with March 1967. Both furniture shops and other durable goods shops shared in this increase in the first quarter and in March recorded increases on a year earlier greater than those experienced in recent months. Other durable goods shops, which comprise radio and electrical goods shops and gas and electricity showrooms, continued to show larger increases on a year earlier than furniture shops.

Instalment credit sales of department stores in the first quarter of 1968 were 18 per cent higher than in the corresponding quarter of 1967, a slightly higher increase than that experienced in the final quarter of last year.

On a seasonally adjusted basis, the debt owed to durable goods shops and department stores rose by £4 million in the first quarter of 1968, an increase similar to that of the previous quarter, compared with average decreases of about £11 million in the other quarters of 1967.

Other instalment credit retailers

The instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of traders, were 10 per cent higher in the first quarter of 1968 than in the corresponding period of 1967. This was somewhat higher than the rate of growth experienced by mail order houses during last year. The instalment credit sales of general stores in the first quarter of 1968 were 7 per cent higher than in the same period last year compared with decreases on a year earlier in each quarter of 1967, while for the non-durable goods departments of co-operative societies instalment credit sales in the first quarter of the year were at about the same level as in the same quarter of last year.

The debt outstanding to this group of shops fell by £19 million during the first quarter, a movement similar to those experienced in the first quarters of recent years.

Table 3. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1965 1st Qtr.	71	185	256	232	+24	+32
2nd Qtr.	71	220	291	237	+54	+25
3rd Qtr.	73	176	249	239	+10	+11
4th Qtr.	91	146	237	244	— 7	+13
1966 1st Qtr.	63	182	245	256	—11	— 2
2nd Qtr.	58	200	258	251	+ 7	—23
3rd Qtr.	53	139	192	242	—50	—47
4th Qtr.	61	100	161	240	—79	—61
1967 1st Qtr.	47	135	182	240	—58	—52
2nd Qtr.	50	174	224	241	—17	—44
3rd Qtr.	57	199	256	246	+10	+12
4th Qtr.	81	181	262	242	+20	+39
1968 1st Qtr.	70	200	270	247	+23	+ 31

(a) Durable goods shops and department stores; not including other instalment credit retailers.

(Tables continued on next page)

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HIRE PURCHASE IN MARCH, *continued*

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	78	—12	85	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£63)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc., goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Encouraging good industrial design — the work of the CoID

ON MAY 1 HRH The Duke of Edinburgh presented certificates to the manufacturers and designers of the 18 products which have won 1968 Council of Industrial Design Awards and to the designer who has earned Prince Philip's own Prize for Elegant Design. This is the second year of the CoID's extended awards scheme which draws attention to outstanding design successes in both the capital and the consumer goods industries.

The decision to extend the CoID's annual awards scheme – previously given for consumer goods only – to include capital and engineering products was welcomed by many influential voices in these industries and the first ever CoID Design Awards for capital goods were announced in May 1967. The publicity and prestige gained by the new capital goods awards have also offered the CoID new opportunities to extend its influence within these vitally important exporting industries. At the same time, the selection of the award-winners attracts world-wide attention and creates considerable interest among potential buyers both in Britain and overseas.

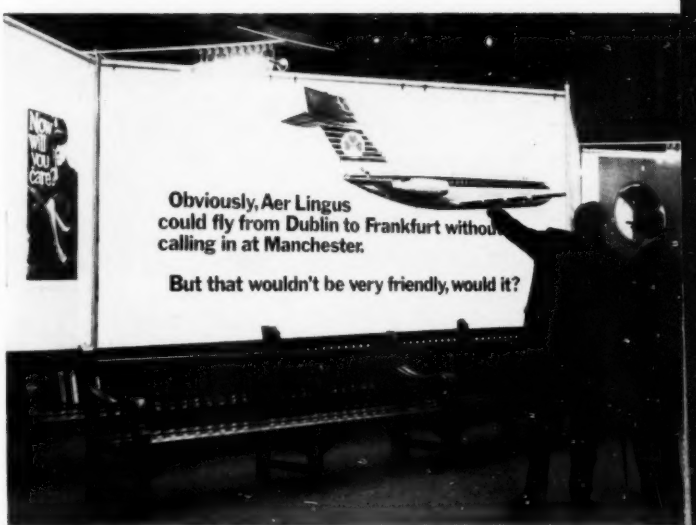
The CoID's activities in the field of engineering and capital goods are mainly directed towards industry itself, demonstrating the benefits of a fully integrated design policy, encouraging the proper consideration of industrial design factors by engineering design teams, and emphasizing the vital role of design in increasing the saleability of British engineering products in highly competitive world markets. To further these aims the CoID offers a variety of services to management: its Designer Selection Service, for example, is an efficient and time-saving way of finding qualified industrial designers suited to any specific design assignment. The CoID organizes an annual programme of courses, conferences, displays and exhibitions; these include two types of courses on industrial design – one for engineering staff and one for engineering management – and special thematic exhibitions at The Design Centres in London and Glasgow which illustrate how improvements in the aesthetic and ergonomic qualities of a wide range of engineering products have been achieved. The Council's engineering liaison officers are available to advise manufacturers about industrial design problems: last year they submitted formal reports to nearly a hundred engineering firms, and also advised many other firms in an informal capacity.

Awards for capital goods

The annual CoID Design Awards for capital goods are given to products selected from manufacturers' submissions by a judging panel composed of engineers, industrial designers, ergonomists and other experts in this field. The judges look for a combination of qualities in each product, including good appearance, sensible control arrangements, and technical and constructional improvements. They also make full use of reports from technical assessors and users in addition to inspecting equipment personally.

The judging panel for the 1968 Capital Goods Awards considered 196 products. They reported that 'The standard of the sub-

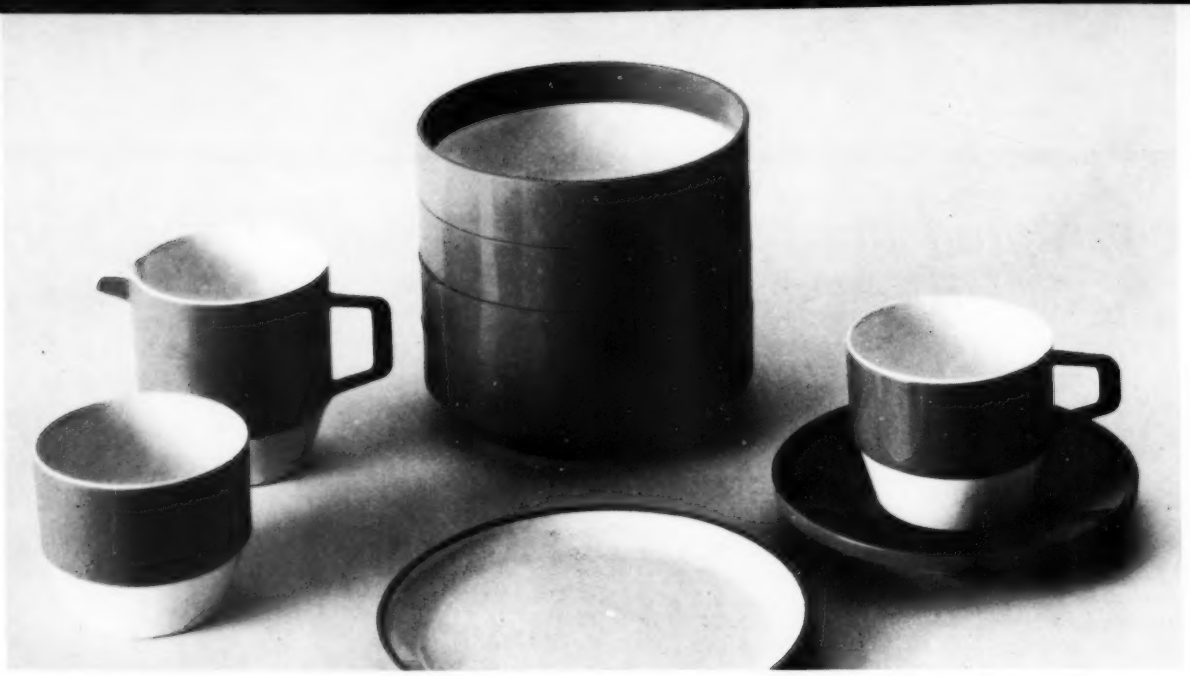
(*Continued on page iv*)


Now will you care?
Obviously, Aer Lingus
could fly from Dublin to Frankfurt without
calling in at Manchester.
But that wouldn't be very friendly, would it?

Top: Mr. Hubert de Sy, (centre) director of L'Institut d'Esthetique Industrielle, Brussels, visited The Design Centre last year with a group of Belgian industrialists and designers. The group was shown round by Mr. Clive Hall, (left facing) industrial officer for the carpet and textile industries.

Centre: Lotus Mark 47 GT racing car displayed at the Design Centre Exhibition during British Week in Brussels.

Bottom: A display of the 17 award winning posters in the 1968 British Poster Design Awards competition was held in London during April.



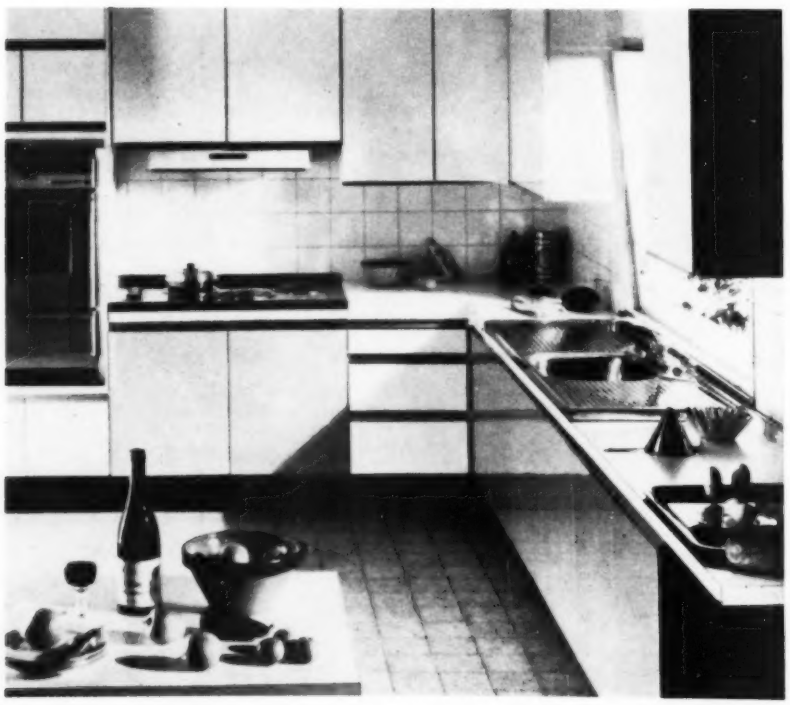
THE DUKE OF EDINBURGH'S PRIZE FOR ELEGANT DESIGN was awarded to David Harman Powell, MSIA for the Ekco 'Nova' range of plastics tableware in styrene acrylonitrile copolymer.

The 1968 Council of Industrial Design Awards and The Duke of Edinburgh's Prize for Elegant Design

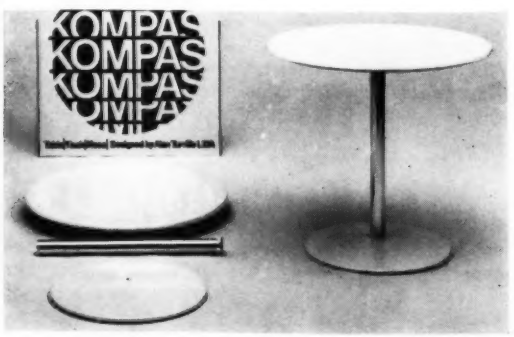
Eighteen products won Council of Industrial Design Awards for their manufacturers this year. The full list, together with names of designers, which was announced in Birmingham on May 1 when HRH The Duke of Edinburgh was present, was published in last week's issue, page 1335. A selection of some of the winning products is shown on these pages.

CONSUMER GOODS

Below: 'International' range of kitchen units made by F. Wrighton and Sons Ltd., London, E.17, based on a 10 cm. module (4 in.) used in multiples of 4, 5, 6, 8, 10 and 15. Alternative working top heights can be achieved.



Immediately below: 'Kompas' occasional table made by S. Hille and Co. Ltd., moulded in Bellamine with a white melamine finish.
At bottom of page: High back rocking chair made by William Plunkett Ltd.



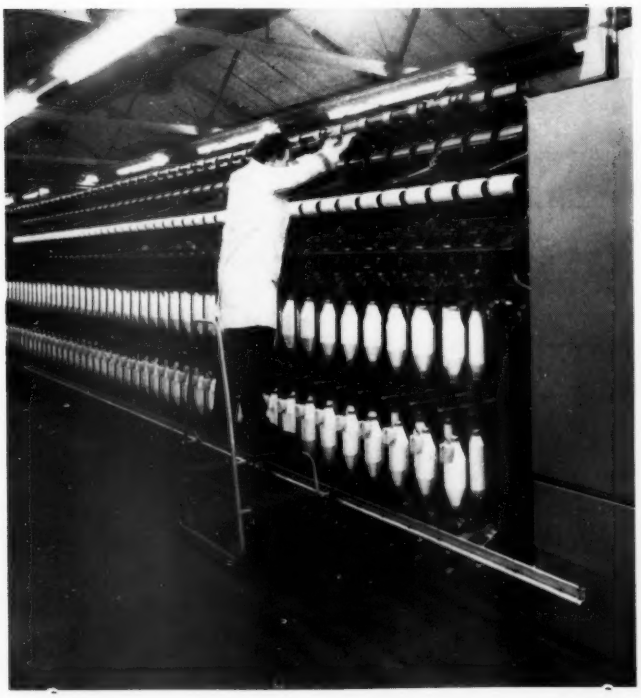
CAPITAL GOODS

Above: Mark VII colour camera made by the Marconi Company Ltd. It has earned orders worth nearly £5 million for 200 cameras within a year of being launched.

Right: The DD2 crane made by Stothert and Pitt Ltd., using tubular steel welded construction to give extra strength, reduce maintenance and cut site erection time.

Below left: False twist crimping machine, CS12-600, made by Ernest Scragg and Sons Ltd. The machine was launched at the 1967 textile machinery fair at Basle where it earned immediate orders worth more than £2½ million.

Below right: 'Sentinel' shunting locomotive made by Rolls-Royce Ltd. The 'Sentinel', which received its award for good appearance and ergonomic excellence, has been exported to Denmark, France and Zambia.



ENCOURAGING GOOD INDUSTRIAL DESIGN, *continued*

missions was encouragingly high and it was apparent that the excellence of last year's awards had influenced many decisions on whether or not to submit a product this year . . . In capital goods in particular new forms must emerge from new solutions to the overall design problem, and certainly much improvement has been made recently in these terms.'

The six award-winning products illustrate the advantages of a comprehensive approach to design. The false twist crimping machine made by Ernest Scragg and Sons Ltd., for example, combines technical innovation with operator convenience and modern appearance. The machine is now a world-wide best seller; when it was launched at the world textile machinery fair seven months ago it earned orders worth £2.5 million in the first few days alone, more than 80 per cent of them for export. The main design problems include those of achieving very high processing speeds while maintaining quality and of making the machine capable of non-stop operation with little supervision.

Similarly, ease of use and technical innovation were considered side by side in the design of the Marconi colour television camera. This camera was designed to catch the boom in colour broadcasting equipment in the United States and by telescoping the normal design and development period of two to three years into nine months, Marconi were able to catch the American market with a camera which used the most advanced techniques to achieve the best possible quality of picture.

The award-winning 'Hainsworth' worm gear reducer was designed by J. H. Fenner and Company specifically to break into an existing highly competitive market for the first time. The main advantage of the 'Hainsworth' reducer is its versatility; one basic casing for each of the five sizes of reducer caters in all for 12 variations in input/output shaft position or method of mounting. This complete rethinking of the design of gear reducers has resulted in economic production, highly competitive prices, and prompt delivery since the 12 variations can be supplied from stock.

Another of the 1968 award-winners is the Rolls-Royce 'Sentinel' shunting locomotive. The two other capital goods award-winners – Stothert and Pitt's DD2 dockside crane, and Mather and Platt's range of flameproof motors – demonstrate how a fresh look at the construction and methods of manufacture of two very different products can simplify production and keep costs down.

Award-winning consumer products

The 12 award-winning consumer products were selected by a different panel of judges from Design Index, the CoID's record of some 10,000 modern British consumer products selected for their good design.

The CoID's work in the consumer goods industries is aimed equally at encouraging manufacturers to make well-designed modern goods, the retailers to stock them and the public to buy them. Exhibits are chosen from Design Index for displays in The Design Centres in London and Glasgow and for the CoID's many selective exhibitions at home and overseas. Through these exhibitions and through the Index itself as a reference point, manufacturers are able to bring their products to the notice of both shoppers and home and overseas trade buyers. And the audience for good modern design is a growing one: last year more than a million people visited the London Design Centre alone. Retailers are also encouraged to select products from Design Index to mount displays or exhibitions in their own shops or stores. The Index also gives shoppers the advantage of comparing a variety of products knowing that they have been pre-selected by experts as being well-designed.

Good design for the CoID includes such factors as the quality of manufacture, use of appropriate materials, suitability for purpose, ease of use and of maintenance, and safety and efficiency in performance. For the awards the judging panel additionally looks for evidence of new thought in design, in manufacture, or in the use of modern materials.

The five furniture products which have won 1968 CoID Design Awards illustrate how widely these achievements may vary. They range from a comprehensive system of kitchen units to a simple knock-down table and from meticulously hand-finished pieces to mass-produced expendable items. The new Wrighton 'International' range of kitchen units is made in both metric and inch sizes in order to facilitate its sale in world markets. The great advantage of this range to the user is its immense flexibility: based on a 10 cm. module, the units can be fitted to fill any wall space exceeding 800 mm. in length to within 100 mm. or less and different heights and depths of work-top are available.

An unusual modern rocking chair and a glass-topped circular table have earned two awards for designer/manufacturer William Plunkett MSIA. Both pieces are typical of Mr. Plunkett's mastery of metal-working techniques: the chair has a strong steel and aluminium frame with foam cushions supported on Pirelli webbing, and the table is made up of two half-circular metal frames with a glass top held securely between them. Mr. Plunkett's furniture is already receiving international recognition and over 20 per cent of his firm's annual output is sent to overseas countries, including the United States and Canada.

An occasional table in a new material manufactured from sugar-cane waste and a range of children's nursery furniture made in laminated fibreboard have also gained CoID Design Awards. Both are excellent examples of the new trend for good, mass-produced furniture which is inexpensive enough to be replaced at regular intervals.

The 1968 Duke of Edinburgh's Prize for Elegant Design has been won by David Harman Powell, MSIA, chief designer of Ekco Plastics Ltd., for his work on the Ekco 'Nova' range of plastics tableware. This annual prize, for which Prince Philip personally chairs the judging panel, is given to the designer of a product in current production which is 'destinguished by its elegance'.

The 1968 CoID Design Awards draw attention to high design standards throughout a wide range of British industries. These standards may well point the way to Britain becoming a world leader in design during the 1970s.

'DESIGN FOR EXPORT'

The British National Export Council and the Council of Industrial Design are arranging an important project on 'Design for Export' in June. The project will be launched at a management conference in New Zealand House, London, to be addressed by Mr. Harold Wilson, Prime Minister, and will include specialized seminars on various aspects of the subject for senior management. In addition there will be two supporting exhibitions at The Design Centre: the whole of the main part of The Design Centre will show about 1,000 modern well-designed products, selected from the CoID design index, which export well, while the thematic exhibition area will present some 19 detailed case histories showing how good design has helped particular firms to export better.

A mock-up of a typical tourist class cabin at the exhibition 'QE2.—A first look inside the new Cunarder', held at The Design Centre during February and March.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	— 15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+ 11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	— 26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	—22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Retailers' stocks in March

THE VALUE of stocks held by retailers at the end of March showed an increase of 5 per cent compared with March, 1967, a much larger increase than that shown in recent months.

In volume terms, retailers' stocks were 4 per cent higher than in the corresponding period in 1967; the largest increase since October, 1966.

Estimate of changes in retailers' stocks

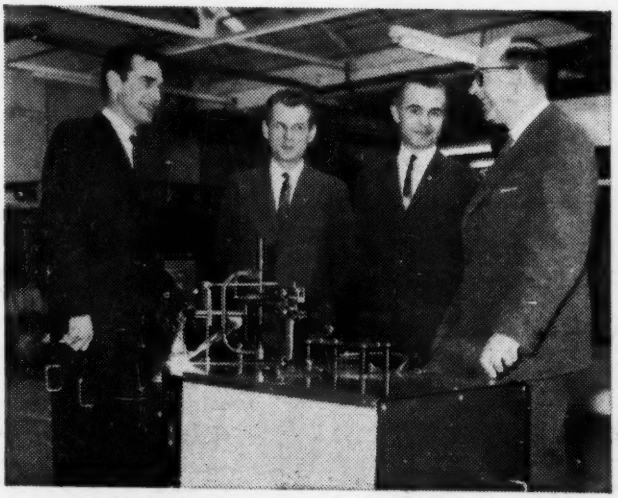
(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151									
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5									
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	113	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130									
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4									

Note:

Retailers' stocks at end December 1960 were £993 million at current prices.

CZECHOSLOVAKIANS VISIT HIGH WYCOMBE FIRM



Two representatives from Elite, the Varnsdorf, Czechoslovakian firm of stocking manufacturers, recently visited Detexomat Limited, the High Wycombe, Bucks, producer of specialist machinery for the hosiery industry, who conducted them on a tour of United Kingdom installations. During their visit they saw a demonstration of the variable contour toe closer, of which Detexomat have exported nearly 1,000 to more than 40 countries. Seen here with the toe closer are (left to right): Mr. Keith Orchard, sales manager; Mr. J. Skala and Mr. T. Podolka of Elite; and Mr. L. Bryan, Detexomat's chairman and managing director.

Gold and convertible currency reserves in April

HM TREASURY announce that the gold and convertible currency reserves rose by £21 million during April to stand at £1,155 million at the end of the month.

Cinema admissions and takings in January

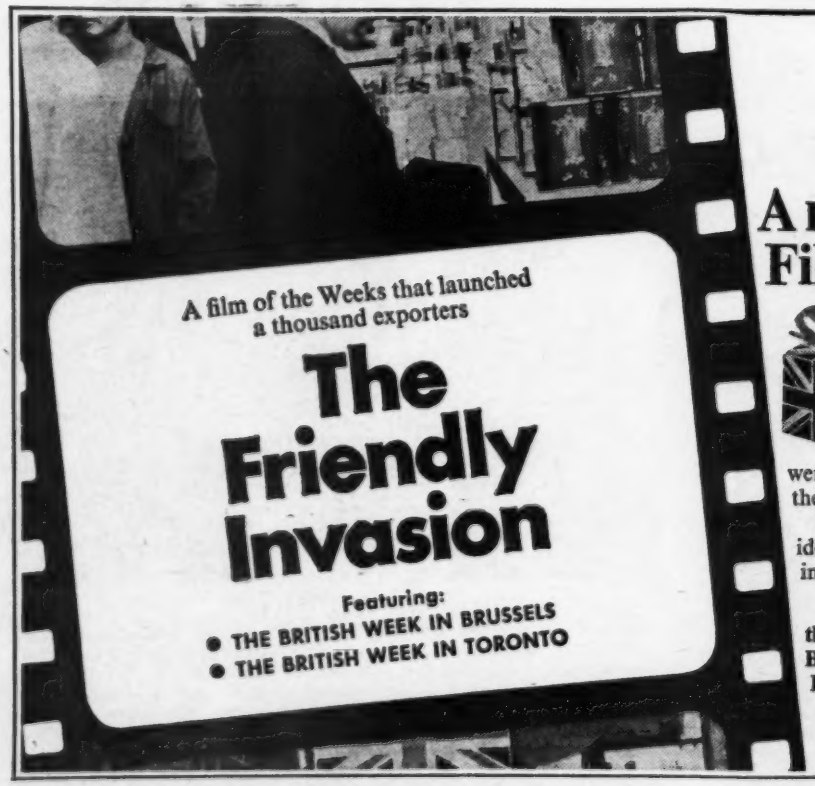
DURING JANUARY, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 5.7 million and the weekly average of gross box office takings was £1.36 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 3, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Pathe Pictorial Series 690/702:					
Pathe Pictorial No. 697	Br/E 33163	8	May 2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 698	Br/E 33164	8	May 2	"	"
The Hunch	Br/E 33165	56	May 2	Children's Film Foundation Ltd.	Anvil Films (Scotland) Ltd. for Children's Film Foundation Ltd.
The Charge of the Light Brigade	Br/E 33166	138	May 2	United Artists Corp. Ltd.	Woodfall Film Presentations Ltd.
Witchfinder General	Br/E 33173	87	May 3	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
Movietone News 2029	Br/E 32875	7	May 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2029A	Br/E 32876	7	May 3	"	"
Pathe News 68-35	Br/E 32927	7	May 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-36	Br/E 32928	8	May 3	"	"
FOREIGN					
I Need a Woman	F 33161	87	April 29	Miracle Films Ltd.	Minerva Film-S.F., Stockholm.
Pleasures of the Bath	F 33162	89	April 29	"	Werner Kunz Film Production, Zurich.
Track of Thunder	F 33167	85	May 2	United Artists' Corp. Ltd.	Ambassador Films Inc.
Eight on the Run	F 33168	107	May 3	"	Hope Enterprises Inc.
Clambake	F 33169	99	May 3	"	Rhodes Pictures Inc.
Yours, Mine and Ours	F 33170	111	May 3	"	Desilu Walden Productions.
Fitzwilly Strikes Back	F 33171	102	May 3	"	Mirisch Corporation of Delaware.
Adolescence	F 33172	25	May 3	Contemporary Films Ltd.	M.K. Productions, Paris.

CORRECTION TO THE REGISTER:
In the list of films registered during the week ended Friday, April 26, 1968, the maker's name of the film 'Mighty Ursus' (F 33141) should read Galatea, S.p.A., Rome.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National Food Survey: household food consumption in the fourth quarter of 1967

THE ACCOMPANYING tables present a summary of the results of the National Food Survey for the fourth quarter of 1967, together with estimates for the year. Since no fieldwork is carried out during the Christmas period, these averages, in common with those for earlier years, exclude many special Christmas purchases. The Survey also excludes sweets, soft drinks, casual food purchases which do not enter the household supply, and meals bought outside the home.

Average household food expenditure in the fourth quarter was estimated to be 36s. 11d. per person per week, 6d. (1.2 per cent) less than in the previous quarter, but 1s. 1d. (3.1 per cent) more than in the fourth quarter of 1966. About half of this latter increase was due to increased purchases of poultry, beef and some convenience foods (particularly meat products, cereal products and canned fruit). The remainder of the increase was due to higher prices of some foods, principally milk, meat, fresh fruit, bread and some other cereal foods, which were only partly offset by decreases in the average prices of eggs, poultry, potatoes and some fats.

Consumption of liquid milk continued to average slightly less than 5 pints per person per week, and purchases of condensed milk and of cream were well maintained. Average consumption of natural cheese at 3.0 oz. per person per week was 8 per cent more than a year previously, but purchases of processed cheese barely changed. Butter prices have been very steady over the past two years and average consumption has increased very slightly; purchases of margarine were fairly steady throughout the first nine months of 1967, but declined in the fourth quarter. There continued to be some slight shift in demand from cooking fats to cooking oils.

Total consumption of meat and meat products rose to a new high quarterly average of 39.8 oz. per person per week compared with 38.8 oz. a year previously. Part of this rise was due to increased consumption of meat products and part to increased purchases of poultry. Average consumption of carcase meat increased by 9 per cent between the third and fourth quarters of 1967 (a decrease for lamb being more than offset by increased purchases of beef and pork), but remained slightly less than it had been a year previously (the increase for beef being more than offset by decreases for lamb and pork). There was the usual decline in purchases of uncooked bacon but the average of 5.0 oz. was slightly above that recorded a year earlier. Apart from a seasonal decline in purchases of canned salmon there was very little change in average consumption of fish. Household purchases of eggs were maintained at the same level though they were about 4 per cent cheaper than a year earlier.

Main crop potatoes were nearly 10 per cent cheaper in the fourth quarter of 1967 than in the corresponding period of 1966, but consumption on average was almost unchanged at about 56.0 oz. per person per week. Nearly a sixth of the potatoes purchased were pre-packed. Consumption of carrots and cauliflower was slightly greater than a year earlier but that of most other fresh vegetables was rather smaller. Purchases of canned vegetables and of quick-frozen vegetables barely changed.

Tomatoes were about 6 per cent cheaper than in the corresponding period of 1966, and average consumption was about 6 per cent greater at 3.5 oz. per person per week. The new season's crop of apples was smaller than that of the previous year, and average consumption amounted to 7.4 oz. per person per week compared with 8.3 oz. Prices rose fairly steadily from 1s. 6d. per lb. in September to 1s. 10d. in December, averaging 1s. 7½d. over the fourth quarter, compared with 1s. 3d. a year previously. Most other kinds of fresh fruit were also rather dearer, and average consumption slightly smaller; although purchases of canned fruit fell seasonally from 6.0 oz. per person per week to 5.5 oz., they continued to be greater than in 1966.

Average purchases of bread were, for the fourth successive quarter, between 3 and 4 per cent greater than the exceptionally low estimates recorded for 1966, but below those for 1965. Consumption of cakes and biscuits was well maintained, and there was some further increase in consumption of canned puddings and of certain cereal convenience foods, but not of breakfast cereals. There were no significant changes in average consumption of beverages.

Table 2 shows the extent to which the estimated intake of calories, protein and calcium in the average household and in families of different composition, met the recommended allowances (at present under review) of the British Medical Association. The percentages in the table may be regarded as indices measuring consumption in relation to need. In the average household there was little change in the protein and calcium indices between 1966 and 1967. In families with three or more children both indices rose, the rise in the consumption of bread more than offsetting a fall in conspmption of meat and liquid milk. In families with children and adolescents the calcium index increased while the protein index fell, as a rise in the consumption of bread and liquid milk was accompanied by a fall in the consumption of meat. The rise in both indices in families with adolescents but no children was due partly to a slightly increased intake of nutrients, resulting *inter alia* from a small increase in bread consumption, and partly to a lower estimate of need, because of changes in the composition of the sample. In other households with children there was a slight fall in both indices, as the rise in meat and bread consumption did not compensate for the decline in the consumption of milk.

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Particulars of the sampling scheme and of the technique of the Survey are given in the recent annual report of the National Food Survey Committee*, which also contains a survey of food consumption trends from 1956 to 1965. Some additional results for the fourth quarter of 1967, including estimates for different types of household, are published in the *Monthly Digest of Statistics*.

**Household Food Consumption and Expenditure: 1965, HMSO, 1967.*

Table 1. Estimates of average household food consumption

Oz. per person per week (a)

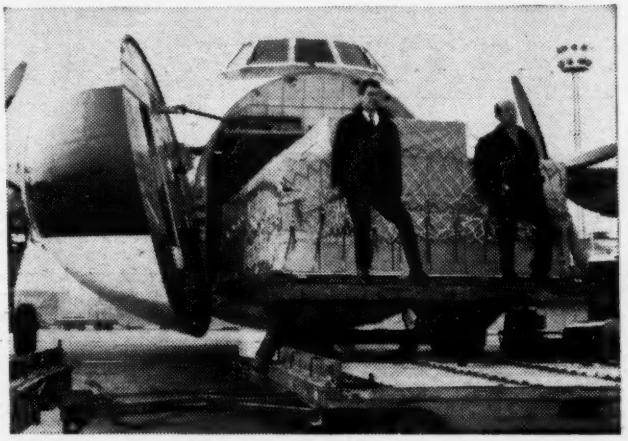
	Year 1966 (b)	Year 1967	Oct.-Dec. 1966 (b)	July-Sept. 1967	Oct.-Dec. 1967
Total Domestic Food Expenditure	35s. 11d.	36s. 11d.	35s. 10d.	37s. 5d.	36s. 11d.
Liquid milk (pints)	4·93	4·89	4·96	4·93	4·82
Other milk (eq. pints)	0·35	0·35	0·37	0·35	0·36
Cheese	3·11	3·35	3·11	3·40	3·33
Butter	6·09	6·19	6·28	6·14	6·33
Margarine	2·79	3·00	2·95	3·00	2·82
Lard and compound cooking fat	2·13	2·09	2·24	1·97	2·20
Eggs: purchases (number)	4·50	4·52	4·45	4·63	4·42
consumption (number)	4·77	4·72	4·69	4·79	4·65
Preserves	2·84	2·85	2·90	2·64	2·98
Sugar	17·05	17·21	17·39	17·38	16·66
Beef and veal	8·13	8·61	9·20	7·90	9·65
Mutton and lamb	6·28	6·06	6·42	6·49	5·88
Pork	2·76	2·29	2·69	2·03	2·38
Bacon and ham, uncooked	5·30	5·17	4·95	5·43	4·99
Bacon and ham, cooked (including canned)	0·95	0·96	0·87	1·11	0·90
Poultry and cooked chicken	4·06	4·01	3·45	4·21	4·43
Other cooked meat (not canned)	0·68	0·68	0·65	0·76	0·60
Other canned meat	2·02	2·24	1·94	2·34	2·31
Offals	1·44	1·39	1·56	1·26	1·51
Sausages, uncooked	3·59	3·50	3·70	3·35	3·61
Other meat products:					
Meat pies	0·75	0·69	0·75	0·80	0·64
Other	1·66	1·98	1·76	1·88	2·15
Fish, fresh and processed	4·18	4·17	4·21	4·21	4·26
Canned fish	0·87	0·88	0·75	1·01	0·84
Fish and fish products, quick-frozen	0·74	0·74	0·73	0·72	0·69
Fresh green vegetables	13·50	13·17	12·70	17·78	12·19
Other fresh vegetables	9·94	9·83	12·11	9·17	11·72
Quick-frozen vegetables	1·34	1·29	1·27	1·08	1·26
Canned peas	2·91	3·00	2·93	2·90	2·77
Canned beans	3·24	3·49	3·21	3·28	3·43
Potatoes: purchases	47·56	48·62	50·36	43·38	50·69
consumption	52·49	52·24	55·57	48·90	56·15
Citrus fruit	4·68	4·85	3·59	3·68	3·38
Bananas	3·58	3·37	3·44	3·73	3·12
Apples	7·33	6·40	8·34	5·53	7·36
Fresh tomatoes	3·98	4·06	3·28	6·41	3·49
All other fresh fruit	3·56	3·06	1·96	5·83	2·07
Canned fruit	5·55	5·65	5·06	6·02	5·47
Dried fruit, nuts and fruit and nut products	1·19	1·23	2·03	0·95	2·13
Flour	5·95	5·79	6·18	5·68	6·29
White bread	32·57	33·84	32·48	34·73	33·06
Brown, wholewheat and wholemeal bread	3·41	3·38	3·17	3·28	3·43
Other bread	2·66	2·80	2·57	2·81	2·99
Buns, scones and teacakes	1·60	1·43	1·62	1·20	1·61
Cakes and pastries	4·86	4·61	4·71	4·72	4·86
Chocolate biscuits	0·94	1·08	0·98	1·04	1·19
Other biscuits	4·66	4·79	4·92	4·97	4·86
Breakfast cereals	2·25	2·35	2·27	2·67	2·05
Oatmeal and oat products	0·67	0·67	0·95	0·44	0·92
Canned milk puddings	1·45	1·52	1·30	1·38	1·67
Tea	2·64	2·70	2·69	2·67	2·64
Instant coffee	0·29	0·30	0·32	0·30	0·30
Canned soups	3·10	3·10	3·47	2·47	3·63
Pickles and sauces	1·24	1·30	1·44	1·27	1·43

(a) Except where otherwise stated.
(b) Revised figures.
Source: Ministry of Agriculture, Fisheries and Food.

Table 2. Average intake of calories, protein and calcium in 1966 and 1967 in different types of family (as a percentage of recommended allowances)

	Calories		Protein		Calcium	
	1966	1967	1966	1967	1966	1967
All households	106	108	106	106	109	110
Households with one man and one woman and:						
One child	111	112	112	112	115	116
Two children	106	106	103	102	104	105
Three children	104	104	96	98	98	99
Four or more children	101	103	91	93	89	92
Adolescents	103	106	99	101	107	112
Children and adolescents	98	98	88	87	93	94
Other households with:						
Children	100	101	96	95	98	97

BROILER HATCHING EGGS FOR CZECHOSLOVAKIA



Fifty-five thousand broiler hatching eggs – one of the biggest single despatches ever made from this country seen loading at London Airport for Czechoslovakia via Vienna last month. The 3½-ton egg load was consigned by the Poultry Division of Ross Group and follows several trial consignments to Czechoslovakia in recent months.

Economic Trends for April

THE APRIL ISSUE of Economic Trends, contains, as well as the usual tables and charts, the regular monthly article on the economic situation; and an article, with detailed tables, on the United Kingdom National Income in the 4th quarter and year 1967. It is available from HMSO, at 8s.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended March 31, 1968, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	263
County Courts	927
Total	1190

Deeds of Arrangement

Total number registered	41

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated April 30, 1968.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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Metalworking machine tools, orders and deliveries in March

THE MINISTRY of Technology provisionally estimates that in March 1968 total deliveries of machine tools amounted to £13¼ million, exceeding net new orders at £12½ million. Orders on hand thus fell back by £1 million to £97 million, only 7 per cent above the low level in March 1967.

The final figures for 1967 now available show home deliveries 4 per cent above 1966, export deliveries 5 per cent above. Net new orders were much the same as in 1966 in total, but with a rise of over 30 per cent on the export market being offset by a fall of 13 per cent on the home market.

Home market

Deliveries to the home market were slightly higher, seasonally adjusted, than in February but at £6¼ million still at a very low level. The average for the last 3 months is almost a quarter below the previous three months. It is now apparent that deliveries have been on a downward trend since mid-1967 but this trend has recently accelerated. Net new orders at under £5½ million seasonally adjusted showed a sharp drop, bringing the average of the latest three months 10 per cent below the previous three months' level. Orders on hand fell by £2 million to £51 million, 18 per cent below March 1967 and equivalent to 7½ months' work at the recent depressed rate of deliveries.

Export market

Both deliveries and net new orders showed an improvement compared with February, deliveries reaching the near record level of £4¾ million, and net new order were also high at £5¼ million seasonally adjusted. Deliveries are now advancing rapidly in response to the big orders received last year, but are still below the current intake of new orders. Thus orders on hand rose by almost £1 million to nearly £46 million, 60 per cent higher than a year earlier and equivalent to 11 months' work. Comparing the latest three months seasonally adjusted with the previous three months, deliveries were up 8 per cent and net new orders up 39 per cent.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·6	105·5	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter*	35·7	14·0	21·7	97·0	45·7	51·3	41·0	17·5	23·5
2nd quarter									
3rd quarter									
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	• 91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January*	11·8	4·1	7·7	97·3	45·7	51·6	17·4	7·6	9·8
February*	10·4	4·2	6·2	98·1	44·9	53·2	11·2	3·5	7·7
March*	13·5	5·7	7·8	97·0	45·7	51·3	12·4	6·4	6·0
April									
May									
June									
July									
August									
September									
October									
November									
December									
April 1967-March 1968*	150·4	47·4	103·0	97·0	45·7	51·3	156·4	64·5	91·9
April 1966-March 1967	132·1			91·0	28·6	62·4	137·2		
Percentage change	—1			+7	+60	—18	+14		

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and exprot deliveries and net new orders have been revised to make all figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Final figures for the fourth quarter and the year 1967 are now included in the tables and the provisional estimates for January and February 1968 have consequently been revised. Delivery figures are somewhat lower, all the change being on the home market. Orders on hand are higher than previously estimated for both home and export markets and net new orders higher for exports but lower for the home market. Now that the detailed split between home and export deliveries has been collected for a full year the opportunity has also been taken to revise the estimated breakdown for 1965 and 1966 which shows that, as expected, home market deliveries and net new orders had previously been overestimated and exports correspondingly underestimated. The allocation of orders and deliveries between home and export for these two years has consequently been revised; earlier years are unaffected.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	105·8	28·8	77·0	158·1	42·8	115·3
1966 (3)	149·1	43·6	105·5	102·2	29·4	72·8	145·5	44·2	101·3
1967	155·6	45·7	109·9	93·4	42·1	51·3	145·7	58·1	87·6
1967 1st quarter	37·9	11·0	26·9	94·0	29·8	64·2	28·7	11·1	17·6
2nd quarter	39·0	11·5	27·5	95·3	33·7	61·6	40·3	15·3	25·0
3rd quarter	40·0	11·6	28·4	95·3	41·2	54·1	40·0	19·1	20·9
4th quarter	38·7	11·7	27·0	93·4	42·1	51·3	36·7	12·5	24·2
1968 1st quarter*	33·2	12·6	20·6	99·4	46·9	52·5	39·2	17·4	21·8
2nd quarter									
3rd quarter									
4th quarter									
1967 January	13·2	3·3	9·9	99·1	30·0	69·1	9·0	3·6	5·4
February	11·6	3·6	8·0	96·7	29·6	67·1	9·3	3·2	6·1
March	13·1	4·1	9·0	94·0	29·8	64·2	10·4	4·3	6·1
April	12·0	4·0	8·0	92·5	28·3	64·2	10·5	2·5	8·0
May	14·3	4·3	10·0	94·1	29·8	64·3	15·9	5·7	10·2
June	12·7	3·2	9·5	95·3	33·7	61·6	13·9	7·1	6·8
July	13·1	3·7	9·4	91·0	33·1	57·9	8·8	3·1	5·7
August	14·2	4·5	9·7	88·3	31·5	56·8	11·4	2·8	8·6
September	12·7	3·4	9·3	95·3	41·2	54·1	19·8	13·2	6·6
October	13·1	3·5	9·6	94·1	41·6	52·5	11·8	3·8	8·0
November	13·0	4·3	8·7	94·6	41·8	52·8	13·5	4·5	9·0
December	12·6	3·9	8·7	93·4	42·1	51·3	11·4	4·2	7·2
1968 January*	12·0	4·0	8·0	97·5	45·4	52·1	16·1	7·3	8·8
February*	10·0	3·9	6·1	99·6	46·0	53·6	12·1	4·4	7·7
March*	11·2	4·7	6·5	99·4	46·9	52·5	11·0	5·7	5·3
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months	11·1	4·2	6·9	99·4	46·9	52·5	13·1	5·8	7·3
Average of the previous 3 months*	12·9	3·9	9·0	93·4	42·1	51·3	12·2	4·2	8·0
Percentage change	—14	+8	—24	+6	+11	+2	+9	+39	—10

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimates breakdown between home and export deliveries and net new orders have been revised to make all figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
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.....

Production of man-made fibres in March

TOTAL PRODUCTION by weight of man-made fibres in March was 21 per cent more than in March 1967 and exceeded 100 million lb. for the first time in any single month; both continuous filament and staple fibre reached record levels. Within the total, output of continuous filament was 20 per cent more compared with March 1967 and staple fibre 23 per cent more.

The foregoing comparisons take into account the change in basis from 'delivered weight' to 'actual weight' for continuous filament yarn.

Total deliveries of man-made fibres in the first quarter of 1968 were 22 per cent more than in the same quarter of 1967.

Deliveries of continuous filament to the home trade were 22 per cent more than in the first quarter of 1967; deliveries for broad weaving and for industrial purposes were both 13 per cent more, for weft knitting 30 per cent more and for warp knitting 36 per cent more.

Deliveries of staple fibre to the home trade during the first quarter of 1968 were 26 per cent more than in the same period of 1967; within the total, deliveries to the cotton spinning industry were 14 per cent more and to the wool spinning industry 21 per cent more. Deliveries to the flax spinning industry were over 50 per cent more.

Deliveries of continuous filament yarn and staple fibre for export were 28 and 12 per cent more respectively than in the first three months of 1967.

Made-made fibre production

million lb. (a)

	Continous filament (singles)	Staple fibre	Total
1963 (Quarterly average)	82·6	97·2	179·8
1964 (Quarterly average)	94·5	111·8	206·3
1965 (Quarterly average)	99·1	116·4	215·5
1966 (Quarterly average)	102·8	117·6	220·4
1967 (Quarterly average)	109·6	129·2	238·8
1966 4th quarter	94·6	120·7	215·2
1967 1st quarter	106·6	130·6	237·1
1967 4th quarter	120·0	142·0	262·0
1968 1st quarter	133·9	158·6	292·5
1967 January	34·8	43·6	78·4
February	34·1	41·8	75·9
March	37·7	45·1	82·8
1968 January	44·0	52·3	96·3
February	43·4	51·0	94·3
March	46·6	55·3	101·9

(a) As from July 1967 the production figures for continous filament yarn are on an 'actual weight' basis: prior to that date the production figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Deliveries of continuous filament yarns (b)

(thousand lb. actual weight)

	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Total home trade	Exports as yarn (a)	Grand total
1964	87,133	56,831	42,625	95,732	13,257	295,578	94,556	390,133
1965	89,080	55,159	47,151	106,019	12,793	310,202	87,227	397,428
1966	90,622	68,182	46,100	107,233	17,353	329,490	75,787	405,277
1967	75,444	87,255	55,764	107,766	19,606	345,835	91,504	437,339
1967								
1st qtr.	20,145	22,302	12,395	25,374	3,883	84,099	22,174	106,273
2nd qtr.	19,976	20,961	13,718	27,683	4,726	87,065	24,616	111,681
3rd qtr.	15,956	18,668	12,785	24,941	4,212	76,561	20,954	97,515
4th qtr.	19,368	25,324	16,865	29,768	6,784	98,109	23,760	121,869
1968								
1st qtr.	22,848(c)	28,971	16,835	28,574	5,285	102,513	28,308	130,821

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(b) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(c) Includes 2,721 thousand lb. for carpets and rugs.

Deliveries of staple fibre

(thousand lb. actual weight)

	Spinning				Total home trade	Exports (a)	Grand total
	Cotton	Wool	Flax	Other systems and sundries			
1964	136,654	127,352	38,296	47,275	349,578	110,359	459,937
1965	125,728	125,493	29,419	53,983	334,624	116,110	450,734
1966	114,825	125,622	28,345	56,461	325,254	125,666	450,919
1967	105,527	128,226	42,039	61,186	336,977	179,947	516,924
1967							
1st qtr.	25,234	29,523	8,684	13,721	77,162	44,653	121,815
2nd qtr.	25,328	31,524	11,519	16,644	85,014	50,332	135,346
3rd qtr.	22,979	28,142	9,221	14,190	74,532	43,808	118,340
4th qtr.	31,986	39,037	12,615	16,632	100,269	41,154	141,423
1968							
1st qtr.	28,770	35,843(b)	13,274	19,670	97,557	50,207	147,764

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(b) Woollen spinning 22,065 thousand lb.; worsted spinning 13,778 thousand lb.

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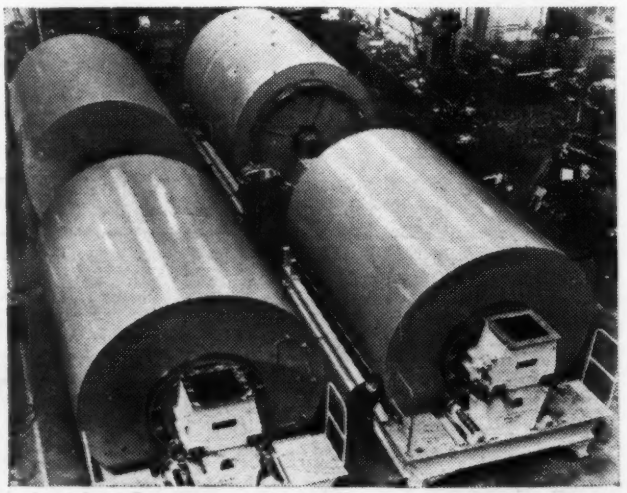


These 15-ton blending machines, forming the main components of the £610,000 insecticide plant for Russia under construction at the Sturtevant Engineering Company's Denton, Manchester, works, have been completed on schedule and shipped to the middle-Volga district. The Sturtevant plant will eventually produce 30,000 metric tons of pest control powder annually. The plant is believed to be the first United Kingdom-produced plant of this nature to be built to metric measurements throughout.

Exhibitions and Fairs

Britain at the Hanover Fair

EXHIBITION ORGANIZERS all over the world might well envy the spacious permanent grounds just outside Hanover of the largest trade fair in Europe. The Hanover Fair, the leading international event in Western Europe for capital goods and one of the most important engineering fairs in the world ended on May 5 after another nine days as a shop-window for capital and consumer goods for exhibitors, buyers and businessmen from practically every country in the world.

It is a place of contrasts. There are open-air demonstrations of huge cranes, excavators and road-building machinery, and in separate pavilions devoted to specific subjects such as electrical engineering, plastics, and porcelain and glassware are the products of many different countries. This year 6,153 exhibitors participated, of whom 169, including 64 firms represented by their agents, came from Britain. This compares with 5,241 for the previous year.

Board of Trade support

Once again, the Board of Trade has given strong support to many British companies wishing to exhibit at Hanover, collaborating this year with six trade associations to mount displays of capital and consumer goods. Exhibition space is limited, and in spite of the continued construction of new halls exhibitors' demands invariably exceed the supply. In most cases Board of Trade assisted stands were designed by the Central Office of Information, and although faced with the problem of having to fit the displays of several companies into a very limited amount of space, the results were both compact and attractive.

For most of the British exhibitors visited during the fair there was no question as to its importance in their calendar. 'There is everything we need here. The concentration of buyers and equipment is unequalled,' said Mr. Newhouse, director of Brentford Electric Ltd., one of the 14 firms participating with Board of Trade assistance under the sponsorship of the British Electrical and Allied Manufacturers Association. 'As well as meeting potential customers from all over the world, many of the European customers we already have and our continental agents visit the fair, and it is a good opportunity to discuss their problems and requirements. We can also keep in touch with the latest developments of our competitors.' When interviewed, Mr. Newhouse was expecting to tie up an £80,000 order from Belgium at the fair and reported that his company had just signed a contract to supply equipment worth 4 million Swiss francs to CERN, Geneva.

Representatives of the BEAMA Export Panel and of the Publicity and Exhibitions Committee have been holding discussions with directors of the Fair Authority on the future of BEAMA participation from 1970, when the electrical section of the Fair is to be reorganized by the construction of a new complex comprising the existing hall 13, a rebuilt hall 1 and a new building to bridge these halls. The BEAMA aim is to secure an integrated British electrical and industrial electronics centre in the new complex in which member companies, by grouping together in co-operation with the Board of Trade, will be able to achieve an impact comparable with leading international competitors. At present the BEAMA exhibits are dispersed among three group stands and an outdoor pavilion.

'We'll come again'

'Most of our people will want to come again and will want more space this time,' was the comment on the information stand of the British Internal Combustion Engine Manufacturers' Association, who with the Board of Trade were sponsoring a display by 11 manufacturers of gas turbines, diesel engines and related equipment. Among satisfied exhibitors was Norton Villiers Ltd., participating for the first time and showing examples from its range of four-stroke industrial engines which included the three latest additions. As well as 'interesting inquiries' from Germany, they had received Dutch, French, Spanish and Iraqi visitors.

Among the filing cabinets

Among the comparative quiet of the filing cabinets and the photocopiers in the International Office Equipment Centre was a display of business efficiency aids and services mounted as a joint venture with the British Business Equipment Trade Association. Here was 'the world's first 24-hour cash-dispensing service', a system which is built into the walls of a bank to provide customers with a 24-hour banking service. Continuous demonstrations of this step towards the automated bank of the future were given by the manufacturers, De La Rue Instruments Ltd. Of firms interviewed on the stand, several stressed how useful the Hanover Fair was for finding agents. The Tan-Sad Chair Company were looking for subsidiary agents to broaden the base of their activities in Germany and had good prospects of firm German orders for their 'Bristol' range of office chairs. Twinlock had also spent considerable time in discussing possible agencies for other countries, while Omal Ltd., with their new electrostatic copier, had received firm requests from 93 different companies in 27 different countries for the exclusive agency of this machine. At the end of the Fair, Omal announced that it had gained orders worth more than £2 million from the United States, Germany, Switzerland and other countries. Another display by the British Stationery and Office Equipment Association included a charting system and office equipment and furniture.

British lighting equipment

On to Hall 12, a bewildering blaze of lights, devoted to industrial and domestic lighting equipment. In these surroundings six British manufacturers were exhibiting under the auspices of the Electric Light Fittings Association and the Board of Trade. 'Board of Trade assistance at trade fairs is one of the most effective ways of helping exporters,' said Mr. Beech, marketing manager of Merchant Adventurers Ltd., who were showing their 'Trimline' unbreakable ceiling and wall lights. 'Without this help it would be very difficult for our company to participate in so many trade fairs. To increase our exports effectively it is imperative to exhibit at Hanover, where we can meet all our agents on the stand and discuss current requirements.' The 'Trimline' fitting was selected as an 'outstanding design' at last year's fair and has just been awarded a CoID Design Award. During the fair Merchant Adventurers received inquiries from many

(*Continued on next page*)

Left: Mr. John Stonehouse, Minister of State, Ministry of Technology (centre), watching a demonstration of the new Rank Xerox 3600 print-a-second copier/duplicator at the Hanover Fair. With him (right) is Mr. John Buckingham Burr, general manager of the Rank Xerox operating company in Germany. The model 3600 makes dry, permanent prints on ordinary paper and the linked sorter automatically collates them into sets. 50 copies of a 5-page report can be run off and collated in under five minutes. Right: An aerial view of the vast Hanover fairgrounds, covering a total area of some 9,576,400 sq. ft.

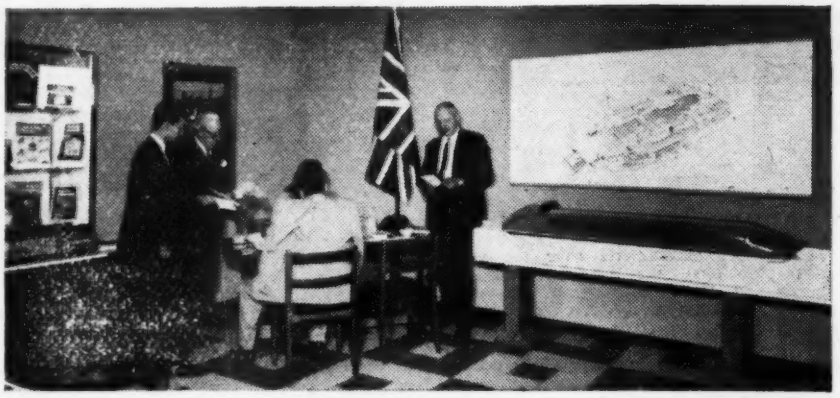
Milan Fair reflects Italian prosperity

A report from the British Consulate-General, Milan

THE MILAN International Samples Fair (April 14-25) is a barometer of Italian prosperity. Many specialized fairs have grown up in Italy these last few years and supplanted the Fair as a venue for certain goods; but to obtain a general picture of Italy's industrial progress a journey to the Milan Fair is still essential. This year was no exception. The big Italian companies were, as always, there: FIAT, Montecatini-Edison, the state-owned IRI group, and many others. In the Fair's forty-two pavilions, not to mention the countless outside spaces, could be found exhibits of all shapes and sizes, ranging from cows to the most advanced electronic equipment, and from heavy earth-moving machinery to toys and party games. The organizers estimate that there were 3½ million visitors, and 13,641 firms exhibited.

Milan is normally a Fair at which British firms are represented through their Italian agents, and this year some 200 British firms did so. Most United Kingdom firms were old campaigners at Milan; but one new arrival, the GKN group, took a large stand to show, in particular, its hoists and brewery machinery. Here as for many large firms, the attraction of Milan is that it is the only fair at which such firms can hope to show their whole range of products, which otherwise might require half-a-dozen smaller specialized events to do them full justice. British food and drink products were, as always, strongly represented, though it was a pity that no special British exhibition could be organized to compete with the large French, German and Dutch pavilions. Elsewhere in the Fair, the electronics firms were strong on the ground, as were the heavy engineering and machine tools sectors.

The British Consulate-General in Milan once again took an information stand in the Fair's International Trade Centre along with many other countries. The stand's theme this year was transport, and with the invaluable support of British Rail a wide ranging display of posters, panels and models was organized, covering the Concorde, the hovercraft and container traffic. Some useful inquiries were taken.



Transport was the main theme of the United Kingdom information stand at the Milan Fair this year. Visitors talk on the stand, where, on the right, stands a model of a tracked hovercraft to be tested this summer, with, above, a plan of British Railways' new cross-Channel hovercraft.

The Fair has once again confirmed Milan's position as the leading industrial and commercial centre of Italy. Some 70-80 per cent of all agents for British goods in Italy are thought to have their base in or around Milan. Another small straw in the wind is the increasing number of foreign Consulates opening up in the city. Any British businessman who wants to get a general picture of the Italian market should pay a visit to next year's Fair. He may also decide to take a stand, either directly or through an agent; but he should not in this case expect results too quickly. Milanese businessmen do not rush into quick decisions, and many British firms have found that only in the second or third year of showing at the Milan Fair do they begin to build up the range of useful contacts that they need.

British firms score big success at Bologna Book Fair

A report from the British Consulate-General, Milan

EVEN THE organizers of the 5th International Children's Book Fair, which took place at Bologna between April 27 and May 1, have been surprised at the heavy number of foreign publishers taking part this year. Over half the 217 firms exhibiting, in fact, were foreign. Pride of place at the Fair was given to the American and British contingents; they faced each other at either end of the long room in the medieval Palazzo del Re Enzo, which looks out over the cathedral square. It was a splendid setting for a display of books.

Twenty four leading British publishers of children's books took part in a joint venture

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HANOVER FAIR, *continued*

different countries, ranging from Israel to Afghanistan.

Lack of space, as already mentioned, is a great problem at the Hanover Fair, and Mr. D. Lippold, sales manager of Benjamin Electric, was representatives of several manufacturers who find their present accommodation very cramped but who are hoping to get more space in 1970. The company, which manufactures industrial lighting and floodlighting equipment, have started to export to Europe this year and were seeking agents for EEC countries.

Good business in the pottery pavilion

China, ceramics and glassware from all over the world were on display in the porcelain, pottery and glass pavilion, where British firms exhibiting included 10 firms taking part in a joint venture with the British Pottery Manufacturers' Federation. Exhibiting independently, Celluware Ltd., who showed an attractive range of modern and traditional place mats, reported that they had been doing extremely good business with Swedish buyers stocking up for British Week in Stockholm. W. T. Copeland & Sons found that traditional English designs in their pottery went down well at Hanover. 'There is very fierce competition from the Germans,' said a representative, 'but we have had several reasonable orders and a good many inquiries.'

Meanwhile the British Commercial Information Office, manned by members of the Commercial Departments of the British Consulates-General in Hanover and Hamburg and the British Embassy in Bonn, was as always receiving a steady stream of inquiries from all sides – from British manufacturers about import duties on goods ordered, from several countries about British manufacturers of different types of goods, and from firms seeking agencies for British firms.

British exhibitors were visited during the fair by Mr. S. L. Edwards, Minister (Economic) Bonn, who congratulated them on their fine displays, and by Mr. John Stonehouse, Minister of State, Ministry of Technology.

Industrial collaboration

The importance of European industrial collaboration was stressed by Mr. Stonehouse at the conclusion of his tour of the fair on April 28. 'Unless we do collaborate,' he said, 'Europe would be in danger of losing its position in technology. We could be taken over by the great industrial complexes of East and West with gigantic resources and huge home markets.'

Mr. Stonehouse said it was still the policy of Her Majesty's Government to join the European Economic Community. But even if the application took some time to be considered by the EEC, it would not weaken Britain's resolve for practical and realistic industrial and technological co-operation now between the United Kingdom with Germany and other European countries such as in the aircraft field.

'The computer, micro-electronics and advanced machine tool industries could benefit from closer ties in Europe. Collaboration or perhaps even mergers between European firms could build up resources of sufficient size to combat competition from non-European industry.'

Mr. Stonehouse also visited the Hanover Air Show, which was held at the same time.

Typical of many groups of British businessmen who visited the Hanover Fair to look at international developments in their own particular field were the 84 export enthusiasts of the Crawley and District Export Club, who chartered a plane for a one-day trip. 'A good illustration of how export clubs can help the small exporter,' said Mr. L. E. B. Candfield, secretary of the club, who has arranged similar visits to other large international fairs.

sponsored by the Board of Trade and two other firms took space separately. Most had previously gone to the Frankfurt Book Fair, but it has been felt for some time that Frankfurt, which deals in books of all kinds, was getting too large and that the very specialized business of children's books was suffering from the pressure of other activities. The British publishers at Bologna were delighted with the number of other foreign publishers present, and with the ease and informality with which publishing rights and licensing agreements could be discussed. It is too early yet to judge how much business was done at Bologna, but some idea of the Fair's success can be gauged from the hope expressed by many United Kingdom publishers that next year they can return and take separate stands of their own. The Italian market is not in itself particularly important. Until quite recently, the books that most Italian children read were simplified versions of Italian classics, and many books written solely for children continue to be imported from overseas. More important for British publishers was the presence of their colleagues from France, Germany, the United States, Eastern Europe and even Japan, there to negotiate or exchange licensing agreements and so help defray the heavy costs today of commissioning good illustrators. Devaluation has had effects in the printing and publishing worlds too; many European firms are now finding it cheaper to have their books printed in Britain than in their own countries, a great change from the situation during much of the last 10 years.

The Fair was opened by on. Elkan, Under-Secretary for Education in the Italian Government, on April 27.

The Director of the British Council at Bologna, Mr. C. Clark, and Mr. T. Richardson, Commercial Vice-Consul at Milan, gave a cocktail party for the British delegation, representatives of the Fair and publishers both from Italy and overseas. The new contacts made both there and throughout the Fair will undoubtedly prove useful at future editions, and the strong British representation this year has shown Italians what a wide range of attractive books and texts this country has on offer. The only fear expressed by exhibitors was that if the Fair becomes too successful there is some danger that it may have to move from its present splendid setting to the more functional, but also more austere, Bologna fairground.

British manufacturers gain international orders at Paris women's wear show

A report from the British Embassy, Paris

THE 15TH bi-annual Women's Ready-to-Wear Exhibition, organized by the French Ready-to-Wear Manufacturers Association, took place at the Porte de Versailles in Paris from April 20 to 25. Four hundred manufacturers of women's wear exhibited, of whom 20 were British and exhibited as part of a joint venture organized by the Board of Trade in conjunction with the Clothing Export Council.

Many of the British exhibitors were well known at the Salon – some were celebrating their 10th appearance – but others were present for the first time. The Clothing Export Council manned an information stand at the entrance to the Exhibition and were able to assist inquirers and direct them to British sections of the show.

Many more British manufacturers are beginning to be aware of the possibilities which exist at Paris trade fairs for reaching buyers, not only from Europe, but from as far afield as Japan and the United States. Several exhibitors reported excellent business from the Lebanon, and also from Scandinavian countries, where the full operation of EFTA has made their merchandise more competitive. One exhibitor even received a good order from a well-known London store. Orders from France, following a dull season last year, picked up considerably and many British exhibitors received substantial orders from Parisian and provincial stores. Buyers from Lille, where a British Shopping Week will be held in October, were evident at the exhibition and British manufacturers were able to take orders and establish useful contacts.

Laird Portch Limited of Glasgow, who are relatively new to the export market, had their enthusiasm boosted during the exhibition by receiving the Queen's Award to Industry for Export. They exported virtually nothing two years ago, but dynamic salesmanship has been rewarded in that 60 per cent of their production is now devoted to overseas markets, and of this 20 per cent goes to France.

Sir Frederick Everson, the Minister (Economic) at the British Embassy, Paris, visited the show on April 21, and both he and Lady Everson were impressed by the attractive way in which British goods were presented. Sir Frederick stressed during his visit the great need to advertise one's presence in a show, especially by the distribution of invitations to existing and potential customers.

British exporters of women's ready-to-wear clothing are becoming increasingly aware of the advantages which can be gained by participating in the Paris show. Almost invariably they receive worthwhile orders, and have the opportunity of studying the market and examining the price and range of their competitors' product. The next women's ready-to-wear show will be held in November of this year, and the Board of Trade and the Clothing Export Council will be mounting another joint venture. Interested firms should contact either of these bodies for further information.

Sir Frederick Everson congratulates Mr. W. E. G. Bryce of Laird Portch of Scotland, winners of the Queen's Award to Industry, for export achievement, at the Salon International du Prêt-à-Porter Féminin, Paris.

Sir Frederick Everson, Minister (Economic) at the British Embassy, Paris (third from left), admires furs on Mount Fur's stand at the Paris Fur Exhibition, April 20-25. Lady Everson is wearing a hat. Between them is Mr. Minford, Commercial Counsellor, and Mrs. Minford.

Pet Trade Fair at Harrogate

THE 6TH Annual British Pet Trade Fair was held at the Exhibition Centre, Harrogate, on April 21 and 23. The organizers, John Yates Publications of Manchester, reported that there were more than 120 exhibitors, a record. They were also confident that the number of visitors would exceed last year's highest ever attendance figure of over 4,000. Admission was open to the trade only.

The goods on show provided a good indication of the comprehensive range of pet foods and accessories made by British manufacturers, whose annual turnover in such products was stated to be currently in the region of £60 million.

The exhibition, said by the organizers to be the biggest of its kind in the world, attracted buyers from a number of overseas countries, including the United States, Holland, Denmark, France, West Germany and Sweden. They were interested in a variety of products, including collapsible hamster cages, dog health and beauty products and leather goods, to name but some of the items for which exhibitors reported overseas orders and inquiries.

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"THIS IS ANOTHER EXTRACT FROM THE GENTRANSCO RANGE OF GROUPAGE SERVICES"

British Shopping Week opens in Esbjerg

ON SATURDAY MORNING, April 27, the British Shopping Week in Esbjerg was opened in wonderful spring sunshine by Lord McFadzean, founder-chairman of the Export Council for Europe, in the main square of this busy and thriving harbour town. The ceremony started shortly before 10 a.m. with the popular pipe and brass bands of the Gordon Highlanders marching to the square. At 10.15 the official party of Esbjerg's Mayor Henning Rasmussen, British Ambassador Oliver Wright, Lord McFadzean and Sir Alexander Abel-Smith arrived.

Esbjerg and British exports

After recalling the history of the Port of Esbjerg, which was founded 100 years ago to direct Danish trade towards Britain, the Mayor went on to say, 'We are most happy that the British Government and British exporters have found that Esbjerg plays a big part in our mutual trade and we are grateful that Esbjerg has been selected as the place where the large British Trade Drive in Denmark is starting. We are also pleased to see you selling your goods and representing your country in such a charming way. We wish you all much success with your enterprises.'

Mr. Joergen Hatting, chairman of Esbjerg Chamber of Commerce, in his speech welcomed the Shopping Week and expressed his gratitude for the assistance the shopkeepers had received.

Lord McFadzean then declared the Week open. In his speech he said: 'How privileged we feel, Mr. Mayor, to have the honour of participating in your centenary celebrations. May I not only thank you warmly for this privilege but congratulate your city equally warmly on achieving this venerable age. If I judge from the virile spirit that exists here and, of course, the high productivity of your renowned pair of storks, this is only the first of many centenaries for Esbjerg. Alas, I fear I cannot promise to attend the rest but I am certainly enjoying this one.

Two-way trade

'As well as our Shopping Week, the British Agricultural Machinery Exhibition and our participation in your International Fisheries Fair coinciding with your special celebrations, there is the further happy coincidence of the opening of "Denmark in Britain – 1968". How splendid and right it is that our two countries are simultaneously carrying out these promotions, for international trade to be worthwhile and enduring must be two-way and countries import as well as export.

'The trouble is that the Danes seem to be better at this game than we are. For although you import a lot from us, some £144 million (Danish Kroner 2.600 million) last year, you export even more at £217 million (Kr. 3.900 million) last year, leaving us with an adverse balance of over £70 million (Kr. 1.260 million).

'Well, we must correct this a bit and this is just what we are out to do and win through on the merits of our goods. But how much easier and pleasant it is to try and achieve this with the really wonderful co-operation we have received from the civic authorities; from the chairman and members of your British Activities Committee; your shopkeepers; and indeed your citizens as a whole. I am sure you must all realize how grateful we are, and when I say "we", I mean not only the Export Council for Europe but our splendid partners, the British Embassy and British Import Union in Denmark and the Board of Trade in London as well as our essential supporters from British industry and commerce.'

Afterwards the party went on to visit some of the 250 shops participating in the week. The main streets 'Kongensgade' and 'Skolegade', the main square and several other streets in the town centre are all well decorated, and two London buses, four Bobbies, a Whitbread pub and the visiting bands all add to the festivities of the centenary of the Port of Esbjerg and to British business with the town and South West of Jutland.

Agricultural Machinery Exhibition

On Sunday the all-British Agricultural Machinery Exhibition, which had opened on April 24, closed. For the first two days the weather proved almost too good. Although the exhibitors met with potential agents and interested officials from Danish agricultural research stations, etc., there was a small attendance from the general public, especially farmers. However, over the weekend people from all over the peninsular of Jutland ventured to the town and all during Sunday the exhibition was well attended and the smiles on the exhibitors' faces grew larger.

Food and Consumer Weeks

On Monday morning, April 29, Lord McFadzean in Copenhagen opened the British Food Week and the British Consumer Week, at a reception in the new £5 million shopping centre at Roedovre. Two campaigns: Vmye Food Week through 175 'Irma' supermarkets where 18 British firms are promoting some 70 new products, and the Consumer Week through 350 shops and stores, where 50 British firms will be selling a large range of textiles, cosmetics, leathergoods and toilet articles. Prior to the opening ceremony a motor calvacade led by a mini painted in Union Jack colours had left the Ambassador's residence and went with police riders in front through Copenhagen to the centre. Here Mr. Marius Schou, managing director of the Schou chain, and Mr. Boerge Olsen, managing director of Irma, welcomed Lord McFadzean, Sir Alexander Abel-Smith and the Ambassador. In his opening speech Lord McFadzean said:

'Naturally this morning my mind goes back to our British Week in 1964. That Week of such happy memories when not only many new Danish/British friendships were formed but also a new foundation laid on which to build up and develop Danish/British trade.

'In the intervening years much has been added to this foundation through individual promotions and many personal visits, and trade between our two countries has increased substantially.

'Now we are back again on a concentrated attack to assure you, if any assurance is necessary, of our abiding interest in this market and our ability to supply goods you want.'

Mr. W. Brice Smyth, chairman of the Irish Linen Guild, and Mr. J. D. H. Lamont (right) past chairman, talk with two Swedish buyers at the Irish Linen Guild's Samples Display in the Opera House, Stockholm.

1970 Container Exhibition announced

FOLLOWING the complete sell out of the First International Container Services & Equipment Exhibition at Olympia, May 27-31, Brian Mack, joint managing director of Mack-Brooks Exhibitions, has announced that he already has a substantial waiting list of exhibitors for his next London container show. This will be the 1970 International Container Services & Equipment Exhibition to be held at Olympia from June 1-5, 1970.

The Second International Container Services & Equipment Exhibition will be held in Baltimore from October 28-November 1, 1968. This will be followed by the third Container Exhibition held in conjunction with Industrial Trade Fairs Pty. in Melbourne from June 9-13, 1969.

A preview of the First International Container Exhibition was published in last week's issue of the *Journal*, pages i-xxiv.

NWTEC congratulated on 'forceful promotion' at Esbjerg

A SPECIAL British Wool Textile Shopping Week opened in Esbjerg on April 26, timed by Mr. Romerholm, Danish representative of the National Wool Textile Corporation, to coincide with the harbour of Esbjerg's 100 year jubilee and the Danish Agricultural Fair.

Window displays were excellent, reported Mr. Donald Robinson, the Corporation's European promotion manager, but he felt that they were not backed in sufficient depth by stocks of British merchandise. However, this point was effectively brought home by Mr. Peter Suddards of Ferrard & Suddards, Bradford, when he was the corporation's official host to 400 textile retailers and their sales staff at a Fashion Show Festival evening jointly sponsored by the Esbjerg Retailers Association and the NWTEC.

HM Ambassador Mr. Oliver Wright; Lord McFadzean, founder-chairman of the Export Council for Europe; Sir Alexander Abel-Smith, deputy-chairman of the Export Council for Europe; and other prominent guests congratulated the NWTEC organizers on 'getting down to the grass roots of selling' by making direct and forceful contact with the actual sales staff dealing with the public.

Britain at Malmö Light Engineering Fair

A report from the British Consulate, Malmö

THE LONDON Chamber of Commerce and the Board of Trade sponsored four British firms in a joint exhibit comprising 2,250 sq. ft. at 'MEKANIK 68,' the Light Engineering Fair held in Malmö (April 19-23) organized by the Swedish Association of Engineering Workshops in collaboration with the Scania Trade Fair Foundation.

The products shown by the four British firms included an interesting range of machine tools and equipment for mechanical engineering workshops, such as milling machines, precision high-speed tool room lathes, precision checking machines, milling cutters and cutter grinders, etc.

The Exhibition, the second of its kind in Malmö, is a specialized Fair for the trade only, and this year, apart from Swedish firms, 243 overseas firms from 15 different countries were represented, about 50 per cent more than at the previous event held two years ago.

The Fair was opened by Mr. Gösta Netzén, Governor of the Province of Malmöhus, who in his opening speech drew attention to the changing pattern of the economic structure of the south of Sweden during the past years, and how today industry has become the dominating factor in an area which was previously considered to be primarily an agricultural one.

In addition to the British firms participating in the joint venture, 26 other British firms were represented, either by direct participation or through their Swedish subsidiaries, agents and distributors. Poland was also officially represented, and apart from Swedish firms the other main exhibitors were from West Germany (36), United States (22), Switzerland (11), Denmark (8), Italy (7) and France (5). The USSR showed a wide range of machine tools exhibited by their Swedish agents.

One British firm who exhibited independently attracted a great deal of attention with their new electron beam welding plant.

About 12,000 people are estimated to have visited the Fair during the five days, many of whom had come over from Denmark, Germany, and from many parts of the south of Sweden.

The British exhibitors in the joint venture generally expressed pleasure at the results they had achieved and a number of serious inquiries were received. One of the firms who were tackling the market for the first time sold the two machines they were exhibiting and hope to conclude arrangements with the purchasers for the sale of more of their machines in the future.

Agents for other British firms and subsidiary companies in Sweden also expressed the opinion that the Fair had made a definite impact in the trade and there is every reason to believe that when the next event takes place in 1970 the growing importance of this specialized trade fair in the south of Sweden can lead to increased business for British firms, who are keen to enlarge their share of the Swedish market.

Irish linen prepares for British Week in Stockholm

ASSISTANCE GIVEN by the Board of Trade's British Week office in Stockholm together with the Commercial Department of the British Consulate, played an important part in the success of a recent mission organized by the Irish Linen Guild in preparation for their participation in the British Week to be held there from September 27 to October 5.

The mission, comprised of 10 leading Northern Ireland linen manufacturers, set out to convince Swedish buyers that their designs, colours and weaves were as good as any that Sweden produced today and that their packaging was as sophisticated. The visit was made as part of a campaign to consolidate an already existing foothold in this market and to encourage special buying in view of the greatly increased demand that may be expected during the British Week.

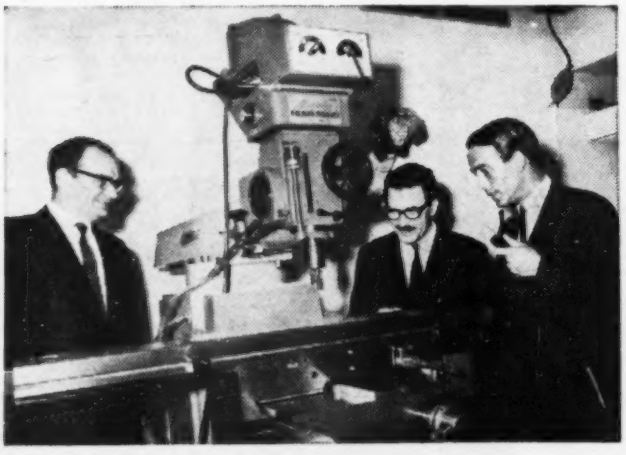
The mission followed the lines of those previously held by the Guild in connection with British Weeks in Amsterdam, Milan and Toronto. Invitations sent out from Belfast to all potential customers were followed up by personal reminders two weeks before the mission arrived in Sweden. Some of the firms already had established agents in Sweden and others were enabled to interview and appoint agents immediately on their arrival.

The main feature of the mission was a collective samples display of products of all the participating companies, held in the Operaterrassen – a completely equipped exhibition hall forming part of the Opera House and situated in the centre of Stockholm immediately facing the Royal Palace. The brilliant display of colour proved beyond doubt that Northern Ireland's linen manufacturers are extremely colour and design conscious and have lost none of the skills of generations of spinners and weavers.

The display was attended by some of Sweden's leading textile designers, and there is no doubt that they were impressed by what they saw there. Nevertheless, the mission returned from Sweden with the conviction that this is a tough market to crack. This is a challenge which the members of the Guild are ready to accept.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given in the Board of Trade Journal *of February 9.*



Mr. R. F. G. Taylor, British Consul, Malmö (centre), examines equipment on the Elliott Machine Tools Ltd. stand at 'Mekanik 68', the Malmö Light Engineering Fair. Left is Mr. Cyril Worner, export director of Elliott Machine Tools Ltd., and right, Mr. Sten Linander, managing director of their subsidiary, Elliott Scandinavia Aktiebolaget.

During British Day at the Lyons Trade Fair, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, talks to exhibitors on the Sortrac stand in the mechanical handling section of the Fair. Picture shows, left to right: Mr. Janes of Sortrac Ltd., Mrs. Dunwoody, Mr. J. McCormick, Consul-General, and Mr. J. Burn, Vice-Consul Commercial at the British Consulate-General in Lyons.

Britain biggest exhibitor at Lyons Fair

A report from the British Consulate-General, Lyons

THIS YEAR the Lyons International Fair was held from March 23 to April 1. In order to mark the 50th anniversary of the Fair the President of the Republic, General de Gaulle, attended the official inauguration ceremonies and declared the Fair open. The bright sunny weather which was to last throughout the whole period of the Fair was responsible for attracting huge crowds to the 40 hectars of the Fair site and a record number of 647,152 people passed through the turnstiles.

This year Britain's official participation at the Fair was by far the largest national showing, both as regards area covered and number of exhibitors. Fifty-nine firms formed the official participation and occupied a total area of 1,700 square metres. In order to cope with this massive 'British invasion' the Commercial Section of the British Consulate-General at Lyons moved 'en bloc' to staff and run the Official Information Stand in the Grand Central Alley (Allée Centrale). The intention this year was to concentrate the British effort in the various specialized salons, and three trade associations sponsored joint ventures: in the Bureau Moderne (Business Equipment Trade Association), Salon de la Quincaillerie (Hardware Manufacturers' Association) and Electro-Ménager (British Electrical and Allied Manufacturers' Association). Apart from these the London Chamber of Commerce sponsored groups in the Palais de la Mécanique (general engineering), Salon de la Manutention (mechanical handling), and Gift Articles Exhibition. Furthermore, the Scottish National Council sponsored a group of whisky distillers in the British consumer and consumer durables group which also contained a group of manufacturers sponsored in a mixed joint venture by the Board of Trade. Apart from the firms represented in the official participation, there were some 25 other British firms exhibiting independently who were represented either by staff from the United Kingdom or by their French agents.

The public being admitted to all sections of the Fair (apart from the Salon de la Quincaillerie), the most immediate and striking successes were won by those exhibitors who dealt directly with the public. These were to be found in the British consumer durables' section Halls 12 and 12 bis where the avant-garde design of the stands not only drew crowds into the two galleries but allowed them to walk in complete freedom around the individual stands. Tyne Brand were successful with their special pies, and Ridgways with their tea were subjected to a constant demand from the French public to be given the chance of tasting their wares. The whisky salesman, who heightened their popularity by playing the bagpipes and offering free 'dégustations' of whisky, were very pleased with their participation, as were Childs Play Toys Ltd., which could have sold their entire stock of dolls many times over had they not been restricted by the regulations governing samples exhibitions.

The nine members sponsored by the Business Equipment Trades Association reported a regular flow of inquiries, and despite the slow beginning for those specializing in the computer industry, i.e. Alacra and Kode Ltd., they all found by the close that many useful contacts had been made and some very interesting new accounts opened. The Tan Sad Chair Company (1931) Ltd. were particularly happy to have made a good range of contacts from which to choose a French agent.

Eight firms were sponsored by the Hardware Manufacturers' Association in the Salon de la Quincaillerie, which was open for four days only to professional buyers. Several of the firms exhibiting were at Lyons for the first time and Campbell Brushes Ltd. found the agent they were seeking on the very first day of the Salon. All the other firms exhibiting reported a very brisk trade and explained that since devaluation British hardware had become easier to sell in France. This was reflected this year by the greater interest shown by the French buyers, who placed much more emphasis in their negotiations on delivery dates and quality than on price.

The three different groups sponsored by the London Chamber of Commerce all reported favourably on their participation, especially in the gift articles section, where the firm of Graham Ltd. had a marked success with their fashion jewellery, as did Legend Products with their wall masks and panels. The other firms all picked up some useful orders and the majority found the agent which they were seeking.

There were three British firms exhibiting in the Salon de la Manutention (mechanical handling), but the whole Salon was dominated by the massive grader and hopper from Sortrac Ltd. Theirs was, of course, a very specialized piece of equipment and although considerable interest was shown in the early stages of the Fair it was not until the closing days that firm inquiries were made and by the actual close of the Fair they had aroused the interest of one of the largest firms in the Rhône-Alpes region and subject to the effectiveness of the machine in solving the particularlar problems involved, further negotiations should result in some very good orders.

An assorted group of eight different firms exhibited in the Palais de la Mécanique, and so industrial heating equipment found itself alongside machine tools, compressors, and special cooling equipment. The Package Heater Company had recently appointed a French agent in the region and was therefore particularly happy to see the amount of interest generated, and the joint manning of their stand by representatives from the British firm and the French agents helped to land some good orders. Balding Engineering and Hallam Sleigh and Cheston Ltd. both reported a lively interest in their products, as did the British Oxygen Company and Hydrovane Compressor Division of Hymatic Engineering Company Ltd. Of the many other British firms showing at the Fair outside the official participation, the firm of Newtonite had a continuous flow of inquiries to their stand and their future in the French market seems assured.

In view of the importance of the British participation this year, Wednesday March 27 was designated as British Day and Mrs. Gwyneth Dunwoody, Parliamentary Secretary of State to the Board of Trade, visited all the British exhibitors in the official participation as well as the special display for the 50th anniversary of the Fair and a silk exhibition. Afterwards she gave a press conference and attended the British Day luncheon which was offered by the Fair authorities and which followed in the true traditions of Lyons gastronomy. Mrs. Dunwoody went through the strenuous activities of the day without flagging and made a most favourable impression on her hosts and on the many visiting businessmen whom she met. Her after-luncheon speech was delivered in perfect French and with such verve that she was given a standing ovation.

Throughout British Day a series of films showing various aspects of British industry and technology were screened. The day ended with a cocktail party offered by the Consul-General in Lyons for British exhibitors and for agents of British firms in Lyons.

The great interest shown by British firms in the International Foire de Lyon represents only part of the effort exerted in the Rhône-Alpes region. This is an area of expansion, and the recently published sixth plan shows that not only will the consumer and consumer-durable manufacturing industries of Great Britain profit by attacking this ever growing market, but that the possibilities for the sales of capital goods in terms of tunnelling, bridge building, road making equipment, etc., are limitless.

'Highly successful participation' at Paris technical book show

A report from the British Embassy, Paris

THE IIIème Salon International du Livre et de la Presse Scientifiques et Techniques took place at the Porte de Versailles, Paris, from April 25 to 29.

Almost every country in Western and Eastern Europe, and the United States, was represented at the exhibition by at least one publisher, and several countries, including Britain, Federal Republic of Germany and the United States, had national stands. Britain, with four individual firms exhibiting as well as the group stand, was one of the largest foreign exhibitors.

The British group stand, organized by the Publishers' Association in conjunction with the Board of Trade, displayed books from 31 publishing houses and rated their participation as highly successful. One very important reason for their satisfaction was that their excellent information services attracted 200 written inquiries for further information, and 300 visitors a day examined the books on display and made inquiries.

There is no doubt that this exhibition has improved enormously since its inception two years ago, and now provides publishers in this specialist field with a means of contacting an elusive but expanding market. Books in foreign languages are not of course generally used within the French educational system, but advanced students, librarians, engineers, technicians, industrialists and those engaged in research are not only content to read the best books in their subjects in French, but wish to extend their knowledge by reference to authoritative books in other languages.

The purpose of the British publisher is to ensure that British scientific and technical books are well known and available, and it is at this exhibition that a unique opportunity exists, whether displaying individually or as part of a group, to meet in the course of a few days a good cross-section of those in France who wish to purchase specialized scientific and technical literature.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contract for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page xx of May 3 issue.*)

Basle Shopping Week a gateway to increased trade with Switzerland

THE BRITISH Shopping Week in Basle (September 20 to 28), which was originally planned to include some 200 shops in the Freiestrasse and Zentrum areas, has now been extended to include the district of Klein-Basel on the north bank of the Rhine.

As with other Shopping Weeks, the British promotion in Basle is being organized by a local committee, with the support of the Board of Trade, the British Embassy in Berne and the British Consulate in Basle, as well as by the BNEC – Export Council for Europe.

A representative group of Basle personalities, including press and radio, attended a luncheon given by the BNEC on April 17, at which HE The British Ambassador, Mr. H. A. F. Hohler, was the guest of honour.

Mr. Hohler welcomed the many representatives of the city who had shown so much interest in putting on the British Shopping Week. Basle, he said, was literally the crossroads, of Europe, where three international railway organizations (the European Company for Financing Railway Equipment; Interfrigo; and Inter-container) all had their headquarters. Basle was also one of Europe's major ports, the terminal for Rhine river traffic, with an annual tonnage of about 8 million tons, representing 32 per cent of all Swiss imports. 'Indeed', he continued, 'I am told that more than 60 per cent of all imports by water, rail and air come into Switzerland through Basle. This provides an immediate basis for close intimate links between Basle and Britain.'

There was a sense of European tradition in Basle which made national barriers seem no more than transient irritants to the free movement of the people of Europe, their ideas and their goods, Mr. Hohler said. 'The object of my Government's policies is to move towards a lasting community of the European people in which Switzerland will play her rightful part!' For the moment our progress had been frustrated, but we could make a reality of the links that we had already created within EFTA. The Governments had done their job by removing the tariffs between Britain and Switzerland and it was now for the businessmen to take advantage of the opportunities created. Last year Swiss sales to Britain, at SF 1131 million (£107.5 million) 23 per cent up on 1966. British sales to Switzerland at SF 1374 million (£130.9 million) were seven per cent up. We believed that we had the right goods at the right prices to attract the Swiss buyer and we intended to push as fast as we could for a figure of SF 1500 million (£142.9 million).

So far as industrial products were concerned, we had consistently taken advantage of the excellent facilities offered by Basle. At the International Textile Machinery Exhibition last year 101 British exhibitors took part. At the International Exhibition of Industrial Electronics we had a joint stand from the Ministry of Technology and private industry, and at the 1966 International Nuclear Industries Fair the stands of the United Kingdom Atomic Energy Authority and more than 20 private firms covered an area of over 900 square metres. We expected to take part in the next major nuclear exhibition in 1969. These exhibitions were primarily for industrial products and the Shopping Week would be a fitting showcase for our consumer products.

Turning to the 'lighter side' of this promotion, Mr. Hohler said that the area covered by the Week would be specially decorated, and there would be a window-dressing competition, organized by the British-Swiss Chamber of Commerce. A replica of Piccadilly's Eros statue would be erected in the Marktplatz, and a replica of the British Crown Jewels would be displayed in the windows of the Swiss Bank Corporation. Two British policemen and two policewomen would be on duty in the area. A British pub would be organized in the Safranzunft Restaurant, and a red London bus would convey customers to and from the shopping area. There would also be a visit from the Band of the Duke of Edinburgh's Royal Regiment, and we hoped to arrange showings of British films in the cinemas of Basle as well as other possible cultural events. Finally, we hoped to arrange the visit of one or two small Hovercraft to Basle as an example of a purely British technological achievement.

Nevertheless, Mr. Hohler stressed, the emphasis of the British Shopping Week was first and foremost on business. 'The Basle traders', he said, 'expect to offer the best that Europe can produce, and we think that they will find it in Britain. Our interest is in seeing that sales of British products in Basle go up. I know we have the products which the citizens of Basle want.'

Navigation Equipment Exhibition

NAVIGATION SPECIALISTS and naval representatives from 38 countries visited the one-day Navigation Equipment Exhibition at White City on May 2. The exhibition was opened by the First Sea Lord, Admiral Sir Varyl Begg.

The exhibition, the third sponsored by the Naval Sales Division of the Ministry of Defence, was designed to stimulate export sales, and a number of specialists from overseas visited London especially for it and the associated Navigational Symposium, held at the Royal United Service Institution, at which leading Royal Navy experts presented papers on navigation data, data logging, compasses, echo sounders, radar, hovercraft navigation and training.

Eighteen companies displayed over 100 items of navigational and hydrographic equipment at the exhibition, and they were supported by two 'user' departments of the Royal Navy, HMS 'Dryad', the School of Navigation, and the hydrographic department.

En route to Brussels, Munich, Düsseldorf, Milan and Copenhagen, one of the suits designed by Norman Hartnell in Reid and Taylor cloth which it is hoped will increase the Scottish firm's already outstanding export figures even more.

British fashions fly to Europe

WITH CHAMPAGNE flowing and bouquets for the lady guests, the flagship of Caledonian Airways 'Bonnie Scotland' flew into Brussels on May 2 on the first leg of a lightning tour of five European capitals. The aircraft, hired by Reid and Taylor Ltd., was completely refitted inside to simulate a fashion salon. On board were six of Britain's top models, who showed exclusive invited audiences a selection of suits which heralds Mr. Norman Hartnell's debut into men's wear design.They were made up from the latest collection of twist suitings from the Scottish mill of Reid and Taylor. Mr. John Packer, their managing director, was responsible for organizing this enterprising export promotion.

Reid and Taylor already export over 80 per cent of their production, mainly to Europe, and the idea of a 'flying fashion salon', said Mr. Parker at a preview in London of the collection, was to increase their export figures even further. Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, attended the preview.

From Brussels, the fashion show flew to Munich, Düsseldorf, Milan and Copenhagen. At each port of call the aircraft was filled to capacity with representatives of the national and trade press, television and radio networks, and the tailoring profession, who showed great interest and appreciation of the display. In Brussels, the presentation was called 'novel, stimulating and exciting', and in Düsseldorf, where the German taste favoured the more conservative of the fashions displayed, the interest expressed was also considerable and was reflected in extensive comment both in the national and trade press.

Beyond the obvious and immediate enthusiasm of the audience, it is too early to gauge the effect of the promotion. Certainly it has stimulated a lively interest in advanced cloth design and emphasized the mastery of British craftsmanship in the men's clothing field.

In a telegram to Mr. Anthony Crosland, President of the Board of Trade, at the end of the tour, Mr. Packer said: 'With your Ministry's encouragement my company in the past 50 hours have achieved the almost impossible task of increasing our export percentage to a record 85 per cent, representing the absolute limit of production compatible with quality. For a small manufacturer it was an expensive merchant adventure, but the trip proved our belief that to be successful Britain must take the drabness out of export.

Emphasis on industrial equipment at Osaka Fair

A report from the British Consulate-General, Osaka-Kobe

ON APRIL 29, the flags of 33 nations were ceremonially lowered to mark the closing of the 8th Osaka International Trade Fair. This fair, which had opened three weeks earlier, is held every two years, alternating with a similar trade fair in Tokyo. As usual, the 1968 fair was well patronized by foreign firms and there were 21 collective foreign exhibits, including one from Britain, in the International Pavilion, as well as two national pavilions, representing Federal Republic of Germany and Washington State.

Naturally, however, the fair was dominated by Japanese exhibitors, whose latest products were to be seen in every one of the eight pavilions. While the range included goods of all kinds, the emphasis was on industrial equipment, machinery and materials, with an especially good showing from the textile machinery and metals sectors. This was essentially a businessman's show, and the general public were admitted only at weekends and on weekdays in the last week, though the usual throngs of schoolboys seemed to be able to get in at all times. For the public there was a varied selection of consumer goods, especially consumer durables such as colour television sets and other products of the electronics industry.

Britain was represented by a modest joint venture display organized by the London Chamber of Commerce and the Board of Trade. Eleven firms took part in this display, two of them in the engineering field (Perkins Diesel and Petbow); five in consumer goods: A. S. Brown (makers of powder-compacts), S. Noton (luggage), Radiation International (gas heaters), Wilkinson Sword (razor blades and garden tools), Metal Tray Manufacturing (decorated trays), Wedgwood (pottery), and Overseas Gems; and two firms offering services: P. and O. and Intereurope Export Publications (who provide a technical translation service). Practically all the exhibitors reported at the end of the fair that their participation had been fully justified. Petbow Ltd., whose diesel welding equipment was new to the Japanese market, happily reported that they had sold all the machines on their stand; Overseas Gems, whose cut diamonds, rubies and emeralds were a continuous focus of attention from the casual visitor, also received visits from a gratifying number of dealers who had come from Tokyo just to inspect the gem stones; A. S. Brown's powder-compacts and the Wedgwood pottery attracted a great deal of admiration from the female visitors, and there was always a crowd at the colourful Metal Tray exhibit (which had to be accommodated on the Information Stand owing to lack of space elsewhere).

Some of these booths were attended by representatives from the British firms concerned. It was disappointing that not all were, since much of the effort and expense of participation in an overseas trade fair is wasted unless the manufacturers' own representative is on hand to explain the exhibits and take advantage of sales opportunities. Those United Kingdom representatives who stayed at the fair for the whole three weeks would certainly agree that their presence was essential to the results they were able to achieve.

Credit is also due to one firm, Detexomat Ltd., who exhibited independently of the British stand, in collaboration with their Japanese agents. This was not the only British firm whose products were to be found elsewhere in the fair, but was the only one, as far as could be ascertained, to send representatives from the United Kingdom. This was also the only British firm exhibiting textile machinery. That there were not more must be accounted a matter of regret in view of Osaka's importance as a textile centre.

Whether a similar fair will be held in 1970 is still uncertain, since Osaka will then be engaged upon a very different and much more ambitious exhibition, Expo '70. The next Tokyo International Trade Fair is, however, due to be held in April 1969, and this should certainly be considered by British firms wishing to take advantage of the quickly growing Japanese market.

Visitors to the Osaka Trade Fair admire exhibits from the Metal Tray Manufacturing Co. on display on the information stand. Eleven British firms participated in a joint venture at the Fair organized by the London Chamber of Commerce with Board of Trade assistance.

Mr. John Beavan Funnell of Newhaven, Sussex, sails in his own floating showroom, the motor yacht 'Maluti', in search of export sales. He owns and runs Beavan Funnell, manufacturers of reproduction furniture, and he concentrates on exports – 70 per cent of his £1 million-plus turnover going overseas. Together with his wife he uses the yacht around the European coasts to show examples of his products, and it works out much cheaper than hotels for entertaining buyers and for accommodation.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

Overseas Trade and Exports

Alterations in certain postal tariffs to overseas countries

CERTAIN ALTERATIONS to overseas postal tariffs were announced by Mr. Roy Mason, the Postmaster-General. The GPO have issued the following statement:

The new Two-Tier Postal Service fixed for introduction in this country on September 16, 1968, involves fundamental changes in most *inland* postal services and charges; *but it does not extend to the International Postal Service.* The postal services to overseas countries will remain unchanged, although alterations in some of the rates and fees are necessary. This statement sets out the changes in overseas charges and reasons for them.

July 1, 1968—Overseas parcel post

Overseas surface parcel postage rates to all countries, and also air parcel rates to European countries, will be increased. The reason is that, mainly as a result of devaluation, we have to pay more to overseas countries and mail carriers for dealing with our parcels. We are bound by international agreement to relate parcel postage rates to costs, and, as the service has been running at a loss, we have no option but to raise charges.

September 16, 1968

(a) *Postage rates for letters and postcards to Commonwealth countries.*

Instead of charging the usual 'foreign' rate (which is 9d. for a 1 oz. letter) we have for many years had a concessionary rate to Commonwealth countries linked with our inland rate. In view of the changes in inland rates we are making corresponding increases in the rates to the Commonwealth as follows:

Letters: 5d. up to 1 oz.
2d. each additional oz.
Postcards: 5d. each.

(b) *Printed papers ('reduced rate').*

The normal rate for printed papers to overseas countries is: 4d. up to 2 oz. and 2d. for each additional 2 oz. However, for newspapers, books, periodicals, maps and sheets of music we have had a special 'reduced rate' of 2d. up to 2 oz. and 1½d. for each additional 2 oz. It is this 'reduced rate' that we have to revise. In 1969 the ½d. will cease to be legal tender in this country (in preparation for decimalization) and we are therefore adjusting this particular rate to a basis of whole pennies whilst keeping the total postage revenue from this service broadly at its present level. The new rates will be:

2d. up to 2 oz.
3d. over 2 oz. up to 4 oz.
3d. each additional 4 oz.

(c) *International reply coupons.*

By international agreement the selling price of these coupons may not be less than the maximum charge for a 1 oz or 20 gramme international letter in any country. As a result of devaluation the sterling equivalent of this maximum figure is now a little over 1s. 1d., and we are fixing our selling price at 1s. 3d. to give a margin to offset international accounting expenses.

(d) *Commonwealth reply coupons.*

Taking account of the concessionary nature of the Commonwealth letter rate and of our accounting expenses, we are fixing the selling price of these coupons in this country at 7d.

(e) *Compensation.*

Devaluation not only involves some higher charges to our customers, it also results in some increased benefits in the shape of better compensation terms in the event of loss or damage. The new higher sterling equivalent of the internationally agreed compensation figures are as follows:

(i) *Registered letters*
£3 8s. 0d.

(ii) *Uninsured parcels*
For parcels not exceeding:

2 lb.	7 lb.	11 lb.	22 lb.
£1 7s. 0d.	£2 1s. 0d.	£3 8s. 0d.	£5 9s. 0d.

(Note: Where the first weight-step to any country is 3 lb., the new maximum compensation payable on a parcel weighing up to 3 lb. is £1 7s. 0d.)

(iii) *Insured letters and boxes and insured parcels.*

The present maximum compensation of £400 will remain unchanged and so will the insurance fees; but the amounts of compensation below the maximum, payable according to the insurance fee paid, are being increased to the following:

Amount of compensation	*Fee*
Up to £28	3s. 2d.
Each additional £14 up to £400 . .	2d.

(f) *Customs clearance.*

As a result of devaluation the sterling equivalents of the internationally agreed figures for letter post items and parcels have increased, and we are therefore raising our charges as follows:

Letter post items: 1s. 9d.
Parcels: 2s. 9d.

(g) *Storage fees.*

We have not so far taken advantage of the international agreement that permits the collection of a fee for the storage of parcels awaiting customs clearance. Rising costs now oblige us to follow normal commercial practice in charging for storage. The first 28 days will still be free, but thereafter a fee of 1s. per parcel per day will be charged for parcels held in store awaiting customs clearance or redirection.

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Revised postage rates on overseas surface parcels July 1, 1968

Country	Revised Rates 2 lb.	3 lb.	7 lb.	11 lb.	22 lb.
	s. d.	s. d.	s. d.	s. d.	s. d.
Abu Dhabi	11 6		16 0	23 0	39 6
Afghanistan Direct	19 6		24 6	32 0	55 6
Via USSR	21 6		28 0	36 0	67 0
Albania	15 0		18 0	23 0	37 6
Algeria	12 6		15 6	20 0	33 0
Antigua		10 0	14 6	20 0	32 0
Antilles (Netherlands)	11 0		15 6	22 0	37 0
Argentina	14 6		19 6	27 0	44 0
Ascension		9 6	12 6	18 6	28 6
Australia		3s. 1d. per lb. or fraction thereof (limit 22 lb.)			
Austria	13 0		16 0	20 6	35 0
Azores	12 6		15 6	19 6	33 0
Bahamas Direct	11 0		14 6	20 6	34 0
Via USA	17 6		27 0	40 0	71 0
Bahrain	14 0		19 0	26 6	40 6
Balearic Islands	13 6		16 6	21 0	34 0
Barbados		12 6	16 6	23 0	36 6
Belgium	10 6		13 0	17 0	26 0
Bermuda Direct		11 0	14 6	20 6	31 0
Via USA		15 6	21 6	30 6	49 6
Bolivia	13 6		19 0	26 6	45 6
*Botswana (A)		3s. 3d. per lb. or fraction thereof (limit 22 lb.)			
(B)	14 6		22 0	33 6	57 0
Brazil	18 6		24 0	32 0	51 0
British Honduras Direct		11 6	15 0	21 0	35 0
Via USA		17 6	27 6	40 0	71 0
Brunei	11 6		15 6	23 0	38 0
Bulgaria	14 6		18 0	23 0	39 0
Burma	13 6		17 6	24 0	39 0
Burundi	15 0		21 0	29 0	47 0
Cambodia	16 0		20 6	27 6	48 6
Cameroon	12 0		15 0	20 0	33 0
Canada		13 0	19 6	27 0	46 0
Canary Islands	12 6		15 6	20 0	31 6
Cape Verde Islands	14 0		17 0	21 0	35 6
Caroline Islands		17 0	29 0	45 6	80 6
Cayman Islands		14 0	19 0	26 6	40 6
Central African Republic	13 0		16 6	22 0	38 0
Ceylon	12 6		18 0	27 0	43 6
Chad (Republic of)	13 0		16 6	22 0	38 0
Chagos Islands		12 6	17 0	26 0	41 6
Chile	14 6		20 0	28 0	46 6
China Direct	11 6		16 6	24 0	39 6
Via USSR	17 6		25 6	34 6	61 6
Cocos (Keeling) Islands		3s. 1d. per lb. or fraction thereof (limit 22 lb.)			
Christmas Island	12 0		17 6	27 6	45 6
Colombia (A) All places except (B) and (C) below	15 6		24 0	35 6	64 6
(B) Barranquilla, Buenaventura, Cartegena, Puerto Colombia (Sabanilla), Rio Hacha, Santa Marta and Tumaco only	15 6		20 0	24 6	40 0
(C) Departments of Cauca and Valle, except Buenaventura	15 6		20 0	29 0	51 0
Comoro Islands	16 6		21 6	30 0	51 6
Congo (Brazzaville)	13 0		16 6	22 0	38 0
Congo (Democratic Republic)	14 0		19 0	26 0	44 6
Corsica	11 0		13 6	17 6	28 6
Costa Rica	14 6		20 6	29 0	49 6
Cuba Direct (except Guantanamo Bay)	12 0		16 0	22 0	36 0
Guantanamo Bay US Naval Station	14 6		23 0	34 0	59 0
Cyprus	13 6		16 6	21 6	33 0
Czechoslovakia	13 0		16 0	20 6	34 6
Dahomey	17 0		21 6	27 0	45 6
Denmark Direct	9 0		11 6	15 0	23 0
Via Netherlands	11 6		14 6	18 6	31 0
Dominica		10 0	13 6	19 0	31 0
Dominican Republic Direct	11 6		15 6	21 0	34 0
Via USA	16 0		22 6	31 0	52 0
Dubai	11 6		16 0	23 0	39 6
Ecuador	19 0		23 6	29 0	46 0
El Salvador Direct	15 0		19 6	26 6	42 0
Via USA	22 0		32 0	45 6	78 0
Via Panama	16 6		24 0	35 0	58 0
Ethiopia	15 0		21 0	30 0	51 0
Falkland Islands and Falkland Islands Dependencies		12 6	17 6	25 0	42 6
Faroe Islands	9 0		11 6	15 0	23 0
Fiji		15 0	21 0	30 6	50 0
Finland	11 6		15 0	19 6	31 0
France	11 0		13 6	17 6	27 6
French Guiana	12 0		15 0	20 6	34 0
French Polynesia	18 0		28 0	41 0	71 6
French Territory of the Afars and Issas	12 6		17 6	25 6	43 0
French West Indies, Guadeloupe, Martinique	12 0		15 0	20 0	33 0
Gabon	13 0		16 6	22 0	38 0
Gambia		14 0	18 6	25 0	36 6
Gaza and Khan Yunis	14 0		17 6	23 0	39 0
German Federal Republic and Western Sectors of Berlin	11 6		14 0	18 0	30 0
Germany (Soviet Zone and Eastern Sector of Berlin)	11 6		14 0	18 0	30 0
Ghana		11 6	15 6	21 0	35 0
Gibraltar		12 0	15 0	19 0	29 0
Gilbert and Ellice Islands Colony		13 0	19 0	29 6	48 0
Greece Direct	10 6		16 0	21 6	34 6
Via France	13 0		18 0	23 0	38 6
Greenland By Sea to Denmark	9 0		11 6	15 0	23 0
Greenland Via Netherlands to Denmark	11 6		14 6	18 6	31 0

Country	Revised Rates 2 lb.	3 lb.	7 lb.	11 lb.	22 lb.
	s. d.	s. d.	s. d.	s. d.	s. d.
Grenada		12 6	16 6	23 0	34 6
Guatemala Direct	13 6		18 0	25 0	40 6
Via USA	19 6		29 6	42 6	73 0
Via Panama	15 0		23 0	33 6	56 6
Guinea	13 0		16 6	22 0	36 6
Guyana		10 0	13 6	19 0	31 0
Haiti Via USA	17 0		23 0	32 0	53 6
Via Jamaica	15 0		19 0	26 0	43 0
Honduras Via USA	18 0		28 0	41 0	71 6
Via Panama	15 0		23 0	34 0	59 0
Hong Kong		11 0	15 0	21 6	36 0
Hungary	14 0		17 6	22 6	38 6
Iceland	13 0		15 6	20 0	32 0
India	13 0		18 0	27 0	43 6
Indonesia	12 6		17 0	23 6	39 0
Iran	13 0		17 0	22 6	39 0
Iraq Via Lebanon		16 0	24 6	33 0	58 0
All Sea Route		13 6	19 6	26 6	44 0
Israel	12 6		17 0	24 6	38 6
Italy	12 0		14 6	19 0	31 0
Ivory Coast	13 0		16 0	21 6	37 0
Jamaica		11 6	15 6	21 6	33 0
Japan Direct	13 0		18 0	25 0	41 0
Via USSR	20 0		27 0	35 0	62 6
Jordan	12 0		16 6	23 0	38 6
Kenya	12 6		18 0	25 0	39 0
Korea	13 0		18 0	25 0	43 0
Kuwait Direct	14 0		19 0	26 6	40 6
Kuwait Via Lebanon	19 6		27 0	36 0	62 0
Laos	15 0		20 0	28 6	49 0
Lebanon	11 6		15 0	20 6	33 6
Lesotho		3s. per lb. or fraction thereof (limit 22 lb.)			
Liberia	11 6		15 0	20 6	34 0
Libya	11 6		15 0	20 0	33 0
Luxembourg	10 6		13 0	17 0	27 6
Macao	13 6		18 0	25 0	43 0
Madeira	10 6		13 0	17 6	28 6
Malagasy Republic	16 6		21 6	30 0	51 6
Malawi Via Beira		12 6	18 0	27 0	44 6
Via Capetown		4s. 5d. per lb. or fraction thereof (limit 22 lb.)			
Malaysia	12 6		17 0	25 0	40 0
Maldive Islands	14 0		21 6	31 6	51 0
Mali Republic	13 6		17 0	22 6	39 6
Malta		11 0	14 6	19 0	30 6
Marian Islands		17 0	29 0	45 0	79 0
Marshall Islands		17 0	29 0	45 6	80 6
Mauritania	10 6		14 6	20 0	33 6
Mauritius Direct		12 6	17 0	26 0	41 6
Via France		15 6	19 6	28 0	46 6
Mexico Direct	12 0		15 6	21 6	35 0
Via USA (All places except Chetumal)	17 6		25 6	37 0	63 6
Montserrat		11 6	15 6	23 0	35 0
Morocco	12 6		16 0	20 6	34 0
Muscat	11 6		16 0	23 0	39 6
Nauru Islands	12 0		17 6	27 6	45 6
Nepal	13 0		18 0	26 6	44 6
Netherlands	10 0		13 0	17 0	27 6
New Caledonia	14 0		20 0	30 0	50 6
New Guinea Territory	12 0		17 6	27 6	45 6
New Hebrides	14 0		20 0	30 0	50 6
New Zealand	13 6		19 0	27 0	43 6
New Zealand Island Territories	13 6		19 0	27 0	43 6
Nicaragua Via USA	17 0		23 6	32 0	53 6
Via Panama	12 6		17 0	23 6	38 0
Direct	12 6		17 0	23 6	38 0
Nigeria		14 6	19 0	25 0	37 6
Niger Republic	14 0		17 6	23 0	40 6
Norfolk Island	12 0		17 6	27 6	45 6
Norway	12 6		15 0	19 0	29 6
Pakistan	12 6		20 0	27 0	45 0
Panama Republic	13 6		18 0	25 0	40 6
Panama Canal Zone Direct		10 6	17 0	27 0	45 0
Via USA		14 6	23 0	34 0	59 0
Papua	12 0		17 6	27 6	45 6
Paraguay	13 0		18 6	26 0	45 0
Peru	16 0		20 0	28 0	45 6
Philippines	12 0		16 6	24 6	37 6
Pitcairn Islands		9 6	14 0	21 6	35 6
Poland	11 0		13 6	18 0	29 0
Portugal	12 0		14 0	18 0	29 6
Portuguese E. Africa	12 0		16 0	23 0	38 6
Portuguese Timor	14 0		19 0	27 6	47 0
Portuguese W. Africa	14 6		17 6	22 0	37 0
Puerto Rico		14 6	22 0	33 0	57 0
Qatar	11 6		16 0	23 0	39 6
Reunion	13 6		17 0	23 6	40 6
Rhodesia Via Beira	11 6		17 0	25 6	42 6
Via Capetown		3s. 6d. per lb. or fraction thereof (limit 22 lb.)			
Rumania	14 0		17 6	22 6	38 6
Rwanda	15 6		22 0	30 0	48 0
Sabah	12 6		17 0	25 0	40 0
St. Helena		9 0	12 0	17 6	26 6
St. Kitts Nevis Anguilla		9 6	13 0	18 6	30 0
St. Lucia		12 6	16 6	23 0	34 0
St. Pierre and Miquelon		15 6	21 6	28 0	49 0
St. Vincent		12 6	16 6	23 0	34 6
Samoa (USA Territory)		17 0	28 0	44 0	77 6
Sarawak	12 6		17 0	25 0	40 0
Saudi Arabia	13 6		18 0	24 6	41 0
Senegal	10 6		14 6	20 0	33 6

(*Continued on next page*)

ALTERATIONS IN CERTAIN POSTAL TARIFFS, *continued*

Revised postage rates on overseas surface parcels July 1, 1968

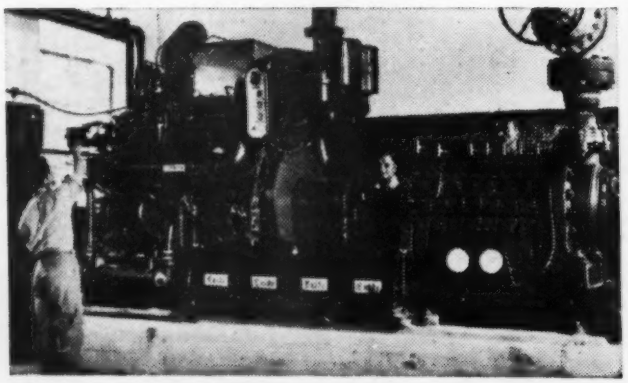
Country	Revised Rates				
	2 lb.	3 lb.	7 lb.	11 lb.	22 lb.
	s. d.	s. d.	s. d.	s. d.	s. d.
Seychelles		14 0	19 6	28 6	45 6
Sharjah	12 6		17 6	25 0	43 0
Sierra Leone		14 0	18 6	25 0	36 6
Singapore	12 6		17 0	25 0	40 0
Soloman Islands (except Buka, Bougainville and Santa Cruz Island)		11 6	17 0	25 0	40 6
Buka, Bougainville and Santa Cruz Island		13 6	20 0	30 6	50 6
Somali Republic	13 0		18 0	25 6	43 6
South Africa	2s. 7d. per lb. or fraction thereof (limit 22 lb.)				
South West Africa	3s. 3d. per lb. or fraction thereof (limit 22 lb.)				
Southern Yemen (People's Republic of)	12 6		17 6	25 0	42 6
Spain	13 0		16 0	20 6	32 6
Spanish Guinea	13 6		17 6	22 6	38 0
Spanish Territories in N. Africa	13 6		16 6	21 0	34 0
Spanish West Africa	12 6		16 0	21 0	35 0
Spitzbergen	12 6		15 0	19 0	29 6
Sudan	13 0		19 0	27 6	48 0
Surinam	12 6		16 6	25 6	37 6
Swaziland	3s. per lb. or fraction thereof (limit 22 lb.)				
Sweden	11 6		14 6	19 0	29 6
Switzerland	11 0		13 6	17 6	28 6
Syria	12 6		16 6	22 0	37 0
Taiwan	14 0		19 0	26 6	43 6
Tanzania					
(A) Tanganyika	12 6		18 0	25 0	39 0
(B) Zanzibar	13 6		19 6	27 6	42 0
Thailand	15 0		20 0	28 0	47 0
Togo	17 0		20 0	26 6	45 0
Tonga (Friendly Islands)		13 6	19 0	27 6	47 6
Tortola (British Virgin Islands)		14 0	20 0	28 6	48 0
Trinidad and Tobago		11 0	14 6	20 6	30 6
Tristan da Cunha		10 0	16 6	25 6	41 6
Tunisia	11 6		15 0	19 0	31 6
Turkey Direct	12 0		16 0	21 6	35 6
Via France	16 0		20 0	25 6	45 6
Turks and Caicos Islands		18 6	27 0	39 6	68 6
Uganda	12 6		18 0	25 0	39 0
USSR in Europe	12 0		15 6	20 6	35 0
in Asia	14 6		19 6	26 0	46 0
United Arab Republic	13 0		16 0	21 6	35 6
USA		14 6	22 0	33 0	57 0
USA (Superscribed)		18 6	26 0	37 0	61 0
Upper Volta	13 0		16 0	21 6	37 0
Uruguay	13 6		19 0	26 0	43 6
Vatican City	12 0		15 0	19 0	32 0
Venezuela	14 6		18 0	24 0	37 6
Vietnam	16 0		20 6	27 6	48 6
Virgin Islands of the USA		14 6	22 0	33 0	56 6
Wake Island		17 0	28 0	44 0	77 6
Western Samoa Via USA		19 0	28 6	41 6	71 0
Via New Zealand		13 6	19 0	27 0	43 6
Yemen	15 0		20 0	28 6	50 0

Country	Revised Rates				
	2 lb.	3 lb.	7 lb.	11 lb.	22 lb.
	s. d.	s. d.	s. d.	s. d.	s. d.
Yugoslavia	13 0		16 0	20 6	35 0
Zambia Via Beira	14 6		22 0	33 6	57 0
Via Capetown	4s. 4d. per lb. or fraction thereof (limit 22 lb.)				

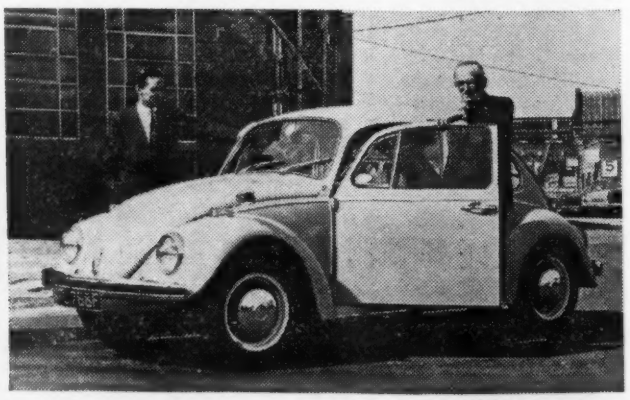
* (A) = All places except Kazungula and Kasane.
(B) = Kazungula and Kasane.

European air parcel rates

1 Country	2 Revised Rates	
	First lb. s. d.	Each add. lb. s. d.
Albania	10 0	4 0
Austria	9 0	3 0
Balearic Islands	10 0	4 0
Belgium	8 0	2 0
Bulgaria	9 0	5 0
Canary Islands	10 0	4 0
Czechoslovakia	8 0	3 6
Corsica	9 0	3 0
Denmark	8 0	2 6
Finland	9 0	5 0
France	9 0	3 0
Germany, West	8 0	3 0
Germany, East	8 0	3 0
Gibraltar	8 0	3 6
Greece	10 0	5 0
Hungary	9 0	4 0
Iceland	10 0	4 0
Italy	9 0	3 6
Luxembourg	8 0	2 0
Malta	9 0	4 6
Netherlands	8 0	2 0
Norway	9 0	4 0
Poland	10 0	3 0
Portugal	9 0	4 0
Rumania	10 0	4 6
Spain	10 0	4 0
Sweden	10 0	3 0
Switzerland	8 0	2 6
Turkey	12 0	6 0
USSR	18 0	7 0
Vatican City	9 0	3 6
Yugoslavia	9 0	4 6



This Dorman 8QT diesel driving a Mackley pump is one of the three sets located at Druze Spring pumping station in Jordan. These pumping sets began operation in 1963 for the first stage of the Azraq-Northern District Water Project. The engine shown is similar to the new equipments which have been ordered from the Dorman Sub-Group of English Electric Diesels Limited for the next stage of the project.



Mr. Wally Townsend (left), chief engineer, Production and Development, Silent Channel Co. Ltd., Huntingdon, and Mr. Andy Cox, a consultant with the company, seen with a Volkswagen which they drove to Germany fitted with British flocked channel. Volkswagen are now testing Silent Channel materials (which seal windows in a raised or lowered condition) both in their laboratory and in vehicles on the road.

TRADE AND FINANCIAL ARRANGEMENTS

France and Japan

THE FRENCH *Moniteur du Commerce International* of April 3 published details of the protocol signed at Paris on March 30, 1968, to the trade agreement of May 14, 1963, between France and Japan, covering the years from 1967 to 1969.

The list of goods to be imported from Japan includes fruit, textiles, woollen materials, tiles, cameras, television and wireless sets, steel and toys.

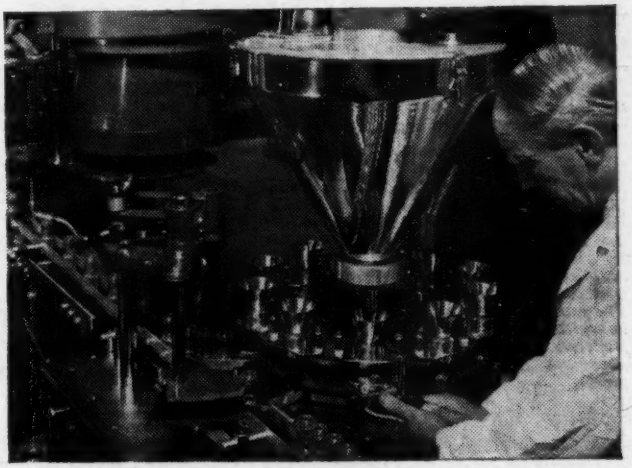
The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

Italy and Norway

THE ITALIAN Minister of Foreign Trade announces in a circular dated March 30, 1968, that the trade agreement between Italy and Norway signed on April 20, 1953, has been tacitly renewed until March 31, 1969.

A previous notice on this subject appeared in the *Board of Trade Journal* of May 5, 1967, page 1157.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).



An automatic spice packing plant made by Autopack Limited of Malvern, undergoing final test before export to the Union of Swiss Co-operative Societies. The plant can handle some 20 different types of spice, filling and capping up to 60 glass containers per minute. Approximately 55 per cent of Autopack's weighers and packing machines are currently exported to major countries throughout the world, including Russia whose recent order for a vial filling and packing system for the pharmaceutical industry was worth about £¼ million.

Ghana and Upper Volta

THE UPPER VOLTA *Journal Officiel* of December 21, 1967, announced the ratification of a trade agreement between Ghana and Upper Volta, signed in Ouagadougou on August 21, 1967. Each party will grant the other most-favoured nation treatment. The agreement is valid for one year and is renewable annually.

Upper Volta exports to Ghana will include fish, meat, live animals, cotton, groundnuts, sesame, shea-nuts, soap, skins and leather, eggs, fruit and vegetables, handicrafts, agricultural implements and bicycles.

Ghanaian exports to Upper Volta will include cement, timber, textiles, iron rods, building materials including aluminium sheets, fruit and fruit juices, palm products, alcohol, spirits and other alcoholic beverages (except beer), cocoa, coffee, toilet soap, aluminium household utensils (except pots), enamelware, glassware and biscuits.

Inquiries about this notice should be addressed to Export Services Branch, Room E48, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Tunisia and Greece

THE TUNISIAN *Journal Officiel* of April 2-5, 1968, announced the renewal, for a further year from January 1, 1968, of the trade agreement of 1960 between Tunisia and Greece. Quotas under the agreement remain unchanged. (For previous notification see *Board of Trade Journal* of July 28, 1967.)

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/7/82).

Double taxation: Japan

THE BOARD of Inland Revenue announce that discussions have taken place in London about a revision of the double taxation Convention relating to taxes on income between Japan and the United Kingdom. Agreement was reached at the official level and the text of a new Convention will be submitted to Governments for approval.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form*," – *The Times*, Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s., including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(87/68) Pumping and Irrigation Works for Ministry of Agriculture and Land Reform. June 23. E.S.B. 18597/68.*

(87/68) Consultancy Services for Ministry of Public Works. June 22. E.S.B. 18835/68.*

ARGENTINA

(87/68) Circuit Breakers; Transformers for Agua y Energia Electrica. (Further Information.) Tender documents now available. E.S.B. 17494/68.*

(87/68) Mining Project for Direccion General de Fabricaciones Militares. (Advance Information.) December (no date stated). Tender documents now available. E.S.B. 18825/68.

(84/68) Overhead Travelling Crane for Servicios Electricos del Gran Buenos Aires. (Further Information.) Close date has been postponed to June 9. E.S.B. 15690/68.*

AUSTRALIA

(86/68) Switchgear for Brisbane City Council. May 24. E.S.B. 18558/68.*

(85/68) Lighting Arresters for Cairns Regional Electricity Board. May 22. E.S.B. 18137/68.*

(86/68) Group Reference Pilot and Automatic Gain Regulation Equipment for Overseas Telecommunications Commission. June 3. E.S.B. 18578/68.

(86/68) Transformers for State Electricity Commission of Queensland. May 22. E.S.B. 18563/68.

(84/68) Theatre Equipment for State Government Insurance Office. May 27. E.S.B. 18119/68.

(86/68) Motor Cycles for State Stores Board (Queensland). May 31. E.S.B. 18598/68.*

(86/68) Diesel Rail Cars for Victorian Railways. (Further Information.) Tender documents now available. E.S.B. 17414/68.*

BOLIVIA

(83/68) Electrolytic Nickel for Corporacion Minera de Bolivia (Comibol). (Further Information.) Tender documents now available. E.S.B. 17198/68.

BRAZIL

(86/68) Pushbout Materials and Equipment for Centrais Electricas de Sao Paulo SA. May 29. E.S.B. 17727/68.*

BURMA

(83/67) Plastics Working Machinery for Industrial Development Corporation. June 1. E.S.B. 17754/68.*

Ministry of Defence:

(83/68) Piping and Electrical Supplies. May 23. E.S.B. 17750/68.

(83/68) Conductors. May 24. E.S.B. 17752/68.

(86/68) Cable; Wire. May 31. E.S.B. 18513/68.*

(86/68) Insulating Materials; Varnish. May 31. E.S.B. 18515/68.*

(86/68) Multimeters for Myanma Export/Import Corporation. June 8. E.S.B. 18518/68.*

(86/68) Testing Meters for People's Electro-Mechanical Services. June 8. E.S.B. 18517/68.*

(87/68) Ball and Roller Bearings for People's Oil Industry. May 24. E.S.B. 18592/68.*

(87/68) Chemicals for Textile Mills Procurement Committee. May 24. E.S.B. 18596/68.*

CANADA

(86/68) Steam Turbo Generator for Saskatchewan Power Corporation. (Further Information.) Tender documents now available. E.S.B. 16079/68.*

CEYLON

(86/68) Aluminium Sulphate for Ceylon Tyre Corporation. May 28. E.S.B. 18575/68.

(86/68) Air Conditioning Plant for Government Electrical Undertaking Department. June 18. E.S.B. 18524/68.*

Government Stores Department:

(86/68) Steel Corrugated Sheets. June 25. E.S.B. 18520/68.*

(86/68) Steel Plates. July 30. E.S.B. 18519/68.

(86/68) Lorry Chassis; Water Bowsers for Land Commissioner's Department. (Further Information.) Tender documents now available. E.S.B. 17706/68.*

(84/68) Pipes and Fittings; Workshop Equipment for Paranthan Chemicals Corporation. (Further Information.) Tender documents now available. E.S.B. 17424/68.*

COLOMBIA

(87/68) Thermoelectric Plant for Centrales Electricas del Huila, SA. July 15. E.S.B. 18812/68.

(87/68) Cable for Empresas Publicas de Medellin. May 30. E.S.B. 18813/68.

(86/68) Gas Pressurizing Equipment for Empressa de Telefonos de Bogota. May 27. E.S.B. 18564/68.

(86/68) Construction of Roads for Ministerio de Obras Publicas. (Further Information.) E.S.B. 16329/68.*

COSTA RICA

(86/68) Electrical Equipment and Accessories for Servicio Nacional de Acueductos y Alcantarillado. May 22. E.S.B. 18570/68.*

CYPRUS

(86/68) Teleprinter Rolls; Crank-up Towers for Cyprus Police Force. May 25. E.S.B. 18521/68.*

ECUADOR

(86/68) Drilling Rig for Empresa Municipal de Agua Potable. (Advance Information.) E.S.B. 18188/68.

GHANA

(86/68) Tank Bogie Wagons for Ghana Supply Commission. June 25. E.S.B. 18574/68.

GREECE

(86/68) Pharmaceuticals and Microbiological Re-agents for Institute of Social Insurance. June 17. E.S.B. 18540/68.*

(86/68) Lift for Institute of Social Insurance. June 17. E.S.B. 18541/68.

(86/68) Lathe; Machine Bending Plates; Aluminium Tubes for Ministry of Commerce. May 22. E.S.B. 18191/68.*

GUATEMALA

(87/68) Sub-station Equipment for Instituto Nacional de Electrificacion. June 14. E.S.B. 18882/68.*

HONDURAS

(88/68) Construction of Highway for Department of Highways. (Pre-qualication Information.) June 15. E.S.B. 19022/68.

HONG KONG

Government Stores Department:

(86/68) Sluice Valves. June 7. E.S.B. 18548/68.*

(86/68) Cast Iron Fittings. May 24. E.S.B. 18547/68.*

(87/68) Ball and Diaphragm Valves. June 14. E.S.B. 18805/68.*

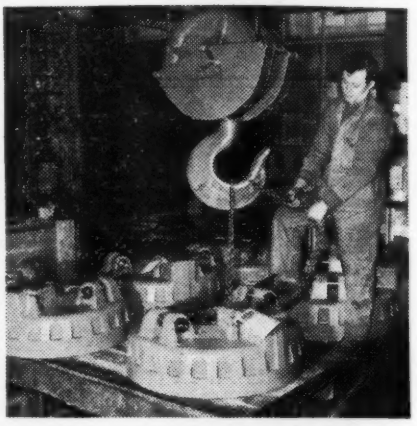
(87/68) Carbon for Tender Board. June 28. E.S.B. 18806/68.*

INDIA

Bhabha Atomic Research Centre:

(85/68) Vacuum Pumps. May 31. E.S.B. 18124/68.*

(85/68) Pantograph Engraver Machine. May 31. E.S.B. 18125/68.*



Four special electric lifting magnets required for slab-lifting at the Hamilton steelworks of the Steel Company of Canada have been designed, built, tested and shipped by the GEC Witton-Kramer Division, only 12 weeks after receipt of the order. The picture shows the magnets being loaded for shipment.

(85/68) Transformers for Bhakra Management Board. June 24. E.S.B. 18148/68.

(85/68) Ropeway for Bharat Aluminium Co. Ltd. (Further Information.) Closing date postponed to July 1, 1968. E.S.B. 4923/68* and 4924/68.*

Bharat Heavy Electricals Ltd.:

(86/68) Steel Plates. May 22. E.S.B. 18507/68.

(86/68) Photographic Paper. May 23. E.S.B. 18508/68.

Damodar Valley Corporation:

(83/68) Cooling Towers. June 10. E.S.B. 17787/68.

(83/68) Switchgear. June 17. E.S.B. 17788/68.

(86/68) Lightning Arresters for Directorate General of Supplies and Disposals. May 22. E.S.B. 18514/68.*

(86/68) Conductors for Gujarat Electricity Board. (Further Information.) This requirement will now be purchased from indigenous sources. E.S.B. 17140/68.

Heavy Electricals (India) Ltd.:

(85/68) Gap Press. (Further Information.) Tender documents now available. The closing date has been postponed to June 28. E.S.B. 15218/68.*

(86/68) Cupro Nickel. (Further Information.) This requirement will now be purchased from indigenous sources. E.S.B. 16378/68.

Hindustan Cables Ltd.:

(83/68) Pig Lead. May 23. E.S.B. 17797/68.

(87/68) Copper Wire Bars. May 28. E.S.B. 18881/68.

(85/68) Fire Fighting Equipment for Hindustan Shipyard Ltd. (Further Information.) Tender documents now available. E.S.B. 14639/68.*

(87/68) Phenyl Acetamide for Indian Drugs and Pharmaceuticals Ltd. May 24. E.S.B. 18807/68.*

(86/68) Testing Bench for Indian Oil Corporation Ltd. June 28. E.S.B. 18189/68.

(85/68) Transformers for Maharashtra Irrigation and Power Department. June 6. E.S.B. 18135/68.

(85/68) Valves for Plant Design Circle. (Further Information.) E.S.B. 7775/68.*

(86/68) Generator Sets for Rajasthan State Electricity Board. (Further Information.) The closing date is further postponed to May 28. E.S.B. 6818/68.

(84/68) Locomotives for UP State Electricity Board. June 24. E.S.B. 17800/68.*

(86/68) Steam and Air Flow Recorders for West Bengal State Electricity Board. June 10. E.S.B. 18190/68.

(Continued on next page)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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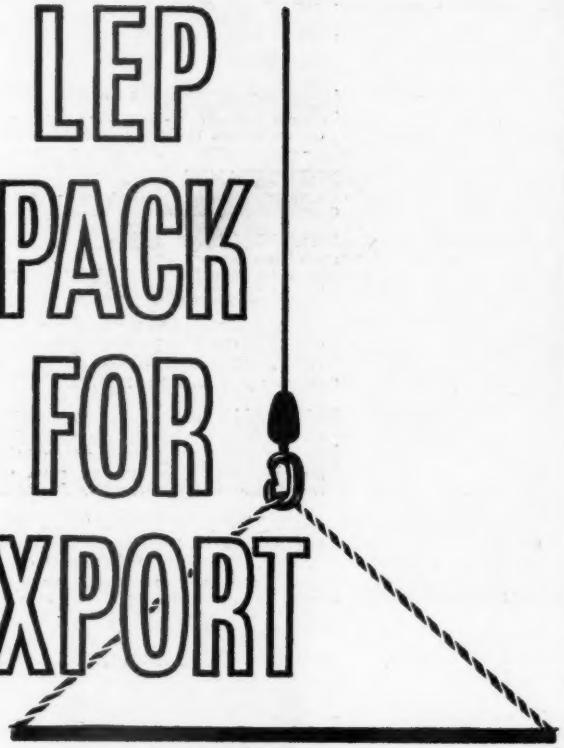

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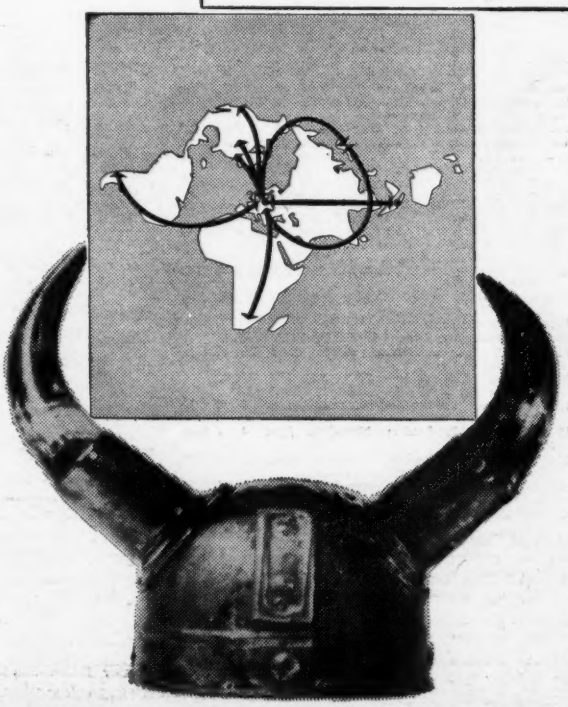

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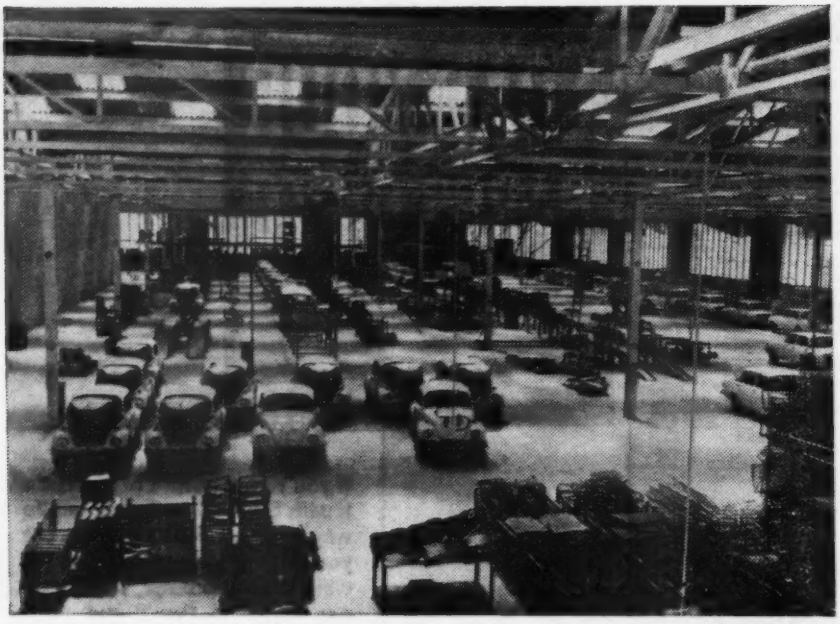


Recently completed two months ahead of schedule by Taylor Woodrow International Ltd., at Batu Tiga, near Kuala Lumpur, Malaysia is a M$4,000,000 (£465,000 approx.) contract for a complete vehicle assembly plant for Champion Motors (Malaya) Ltd. (a subsidiary of Motor Investments Ltd. and one of the Inchcape Group of companies), on a 750,000 sq. ft. new industrial estate site. The project, comprising main assembly plant, with a floor area of some 180,000 sq. ft., together with offices, canteen complex, CKD storage areas and car parks, is geared to produce 6,000 vehicles a year in full operation. The picture shows the interior of the final assembly section.

IRAN

(85/68) Radio Telephone Sets and Accessories for Iranian State Railways. June 12. E.S.B. 18138/68.*

Iranian Tobacco Monopoly:

(85/68) Cigarette Filters, June 16. E.S.B. 18139/68.*

(85/68) Cellulose Film and Tear Tape. June 16. E.S.B. 18126/68.*

IRAQ

(85/68) Consultancy Services for Amanat Al-Asima. (Further Information.) E.S.B. 15906/68.

(87/68) Buttons and Signs for Director General of Police. June 9. E.S.B. 18834/68.

Ministry of Communications:

(85/68) Rolling Stock Manufacturing Plant. June 16. E.S.B. 18164/68.

(87/68) Installation of Mobile Exchange Units. July 25. E.S.B. 18832/68.

Ministry of Defence:

(85/68) Raincoats, June 15. E.S.B. 18175/68.

(85/68) Cotton Underwear Shirts. June 15. E.S.B. 18176/68.

(85/68) Barbed Wire. June 22. E.S.B. 18177/68.

(85/68) Towels. June 22. E.S.B. 18178/68.

(85/68) Shoe Production Materials. June 4. E.S.B. 18179/68.

(85/68) Shoe Production Materials. June 4. E.S.B. 18180/68.

(85/68) Shoe Production Materials, June 11. E.S.B. 18181/68 and 18182/68.

(85/68) Shoe Production Materials. June 19. E.S.B. 18183/68 and 18184/68.

(85/68) Laboratory Equipment. June 18. E.S.B. 18185/68.

Ministry of Finance:

(87/68) Television Equipment, July 21. E.S.B. 18828/68.

(87/68) Folding Machine. June 23. E.S.B. 18831/68.

(87/68) Ophthalmogical Instruments for Ministry of Health. June 23. E.S.B. 18829/68.

Ministry of Municipalities and Works:

(87/68) Transfer of Diesel Set. May 23. E.S.B. 18825/68.

(87/68) Erection of Diesel Sets. June 18. E.S.B. 18824/68.

(87/68) Water Supply Scheme. September 3. E.S.B. 18826/68.

(87/68) Diesel Sets, June 18. E.S.B. 18827/68.

Ministry of Ports:

(85/68) X-ray Unit. June 6. E.S.B. 18167/68.

(85/68) Cable and Accessories. May 23. E.S.B. 18171/68.

(87/68) Microscopes for University of Baghdad. May 30. E.S.B. 18830/68.

IRISH REPUBLIC

(86/68) Prefabricated School; Site Works for Office of Public Works. May 22. E.S.B. 18534/68.

JORDAN

(85/68) Chemicals; Laboratory Equipment for Jordan Cement Factories Co. Ltd. May 23. E.S.B. 18150/68.*

Jordan Phosphate Mines Co. Ltd.:

(85/68) Electrical Bulbs and Flourescent Tubes. May 25. E.S.B. 18151/68.*

(85/68) Brass Wire. May 25. E.S.B. 18152/68.*

KENYA

(86/68) Microwave Relay System for East African Posts and Telecommunications Administration. (Further Information.) This tender has now been re-issued, the closing date being 1 p.m. on July 3. E.S.B. 9911/68.

LEBANON

(87/68) Lifting Trucks for Compagnie de Gestion. May 29. E.S.B. 18890/68.

(87/68) Floating Crane for Conseil Executif des Grands Projets. The closing date is further postponed to May 30. A second supplement to the tender documents has been issued. E.S.B. 37570/67.

(86/68) Telephone Cables and Accessories for Lebanese Telephone Administration. May 28. E.S.B. 18531/68.*

LIBYA

(84/68) Management and Operation of Hotels and Rest Houses for Ministry of Finance. June 17. E.S.B. 18112/68.

MALAGASY REPUBLIC

(86/68) Agricultural College Equipment for M Le Chef du Service de Lienseignement. July 12. E.S.B. 18576/68.*

MALAWI

(85/68) Tablets for Malawi Government Medical Stores. (Further Information.) Tender documents now available. E.S.B. 16345/68.*

MALAYSIA

Director of Telecommunications:

(88/68) Cables. July 1. E.S.B. 18900/68.*

(88/68) Cables. July 1. E.S.B. 19001/68.

(87/68) Pumping Equipment for Public Works Department. June 21. E.S.B. 18814/68.*

MALTA

(85/68) Pulverising Plant for Treasury. July 18. E.S.B. 18162/68.*

MOROCCO

(86/68) Tin Plates for Direction de L'industrie, Ministere du Commerce. June 30. E.S.B. 18532/68.*

Moroccan State Railways:

(87/68) Hopper Wagons. May 30. E.S.B. 18883/68.*

(88/68) Electric Locomotives. July 30. E.S.B. 18891/68.*

NETHERLANDS

(87/68) Vehicles for Headquarters, Allied Forces, Central Europe. June 6. E.S.B. 18599/68.*

NEW ZEALAND

General Post Office:

(83/68) Gauges. May 29. E.S.B. 17790/68.*

(83/68) Electric Torches. May 30. E.S.B. 17791/68.*

(83/68) Communications Receiver. May 28. E.S.B. 17792/68.

(85/68) Slide Rules. May 31. E.S.B. 18163/68.*

(88/68) Electric Torches. (Further Information.) E.S.B. 17791/68.*

(87/68) Transformers for New Zealand Electricity Department. July 30. E.S.B. 18887/68.*

PAKISTAN

(87/68) Diesel Engines for Agricultural Development Bank of Pakistan. June 8. E.S.B. 18815/68.*

Directorate of Supply:

(86/68) Battery Charger. May 28. E.S.B. 18197/68.*

(86/68) Surgical Equipment. May 23. E.S.B. 18504/68.*

(87/68) Scientific Equipment. May 22. E.S.B. 18888/68.*

(87/68) Workshop Equipment for East Pakistan Water and Power Development Authority. May 27. E.S.B. 18810/68.*

(85/68) Zinc Sheets for Pakistan Western Railway. May 27. E.S.B. 18159/68.*

(84/68) Sheer's Foot Roller for Water and Power Development Authority. May 23. E.S.B. 18116/68.

PHILIPPINES, REPUBLIC OF

(84/68) Vehicles for Manila Electric Co. (Further Information.) The closing date has been postponed to May 29, 1968. Tender documents now available. E.S.B. 13279/68.

SAUDI ARABIA

(87/68) Gas Turbine Generator for Arabian Oil Company. June 8. E.S.B. 18822/68.

Ministry of Defence and Aviation:

(87/68) Tools and Drilling Equipment. May 28. E.S.B. 18817/68.

(87/68) Generator Spare Parts. May 29. E.S.B. 18818/68.

(87/68) Heavy Equipment, May 27. E.S.B. 18820/68.

(87/68) Hospital Equipment for Ministry of Health. May 22. E.S.B. 18821/68.

SINGAPORE, REPUBLIC OF

Public Utilities Board:

(84/68) Lighting Equipment; Lightning Arresters. May 28. E.S.B. 18105/68.*

(87/68) Grounding Resistors. May 28. E.S.B. 18839/68.

SOUTH AFRICA

Cape Provincial Tender Board:

(86/68) Science Apparatus, June 11. E.S.B. 18132/68.*

(86/68) Science Apparatus. June 7. E.S.B. 18133/68.*

(86/68) Medicinal Powders. May 24. E.S.B. 18134/68.*

(86/68) Science Equipment. June 4. E.S.B. 18130/68.*

(87/68) Switchboards for Durban City Council. June 21. E.S.B. 18591/68.*

(85/68) Mechanical and Electrical Equipment for SWA Administration, Water Affairs Branch. June 2. E.S.B. 18131/68.

State Tender Board:

(86/68) VHF Transceiver. May 27. E.S.B. 18156/68.*

(86/68) Cable, May 22. E.S.B. 18158/68.*

SUDAN

Central Electricity and Water Corporation:

(83/68) Stay Rods. May 30. E.S.B. 17761/68.*

(83/68) Tailless Units. May 29. E.S.B. 17762/68.*

(88/68) Pumps. June 9. E.S.B. 19014/68.*

(88/68) Pumps for Ministry of Works. June 5. Tender documents now available. E.S.B. 19013/68.

(83/68) Excavators; Diesel Pumping Sets for Public Agricultural Production Corporation. May 27. E.S.B. 15962/68.*

(83/68) Polyethylene Pipes for Sudan Gezira Board. May 30. E.S.B. 17767/68.*

Sudan Railways:

(83/68) Pumps. June 4. E.S.B. 17764/68.*

(83/68) Railway Inspection Cars, June 6. E.S.B. 17765/68.*

SYRIAN ARAB REPUBLIC

(88/68) Hoses for Directorate-General of Civil Defence. May 28. E.S.B. 18896/68.

(86/68) Hospital Equipment for Ministry of Health. June 30. E.S.B. 18897/68.

(88/68) Thermometers; Pressure Meters for Northern Zone Electricity Directorate. June 5. E.S.B. 18877/68.

Public Administration of Electricity:
(88/68) Diesel Electric Sets. July 13. E.S.B. 18898/68.
(88/68) Transmission Lines, etc. May 27. E.S.B. 18895/68.
Southern Zone Electricity Directorate:
(88/68) Fire-fighting Equipment and Accessories. May 30. E.S.B. 18875/68.
(88/68) Hydrochloric Acid. May 30. E.S.B. 18874/68.
(88/68) Hospital and Laboratory Equipment for Syrian Army Medical Services Department. June 1. E.S.B. 18876/68.

TAIWAN

Central Trust of China:
(83/68) Time Recorder. May 23. E.S.B. 17775/68.*
(83/68) Mine Hoist. May 23. E.S.B. 17776/68.*
(83/68) Laboratory Equipment; Fluorescent Fittings. May 23. E.S.B. 17777/68.*
(83/68) Band Saw. May 24. E.S.B. 17778/68.*
(83/68) Heat Exchangers; Can Washer. May 24. E.S.B. 18103/68.*
(83/68) Testing Equipment. May 27. E.S.B. 18104/68.*
(83/68) Pipes. May 27. E.S.B. 17756/68.*
(83/68) Steel Pipes. May 27. E.S.B. 17758/68.*
(83/68) Air Hoist. May 28. E.S.B. 17771/68.*
(83/68) Vehicles. May 24. E.S.B. 17772/68.*
(83/68) Generator. May 23. E.S.B. 17773/68.*
(83/68) Washing Machine; Rice. May 24. E.S.B. 17774/68.*
(83/68) Underground Oil Switches. May 27. E.S.B. 17755/68.*
(86/68) Fork-lift Truck. May 30. E.S.B. 18549/68.*
(86/68) Tank Farm Hose. May 31. E.S.B. 18550/68.*
(86/68) Steel Plates. May 29. E.S.B. 18551/68.*
(86/68) Miners' Cap Lamps. May 30. E.S.B. 18552/68.*
(86/68) Water Level Indicator. May 31. E.S.B. 18560/68.*
(86/68) Needle Valves. June 3. E.S.B. 18561/68.*
(86/68) Pipe. May 24. E.S.B. 18559/68.*
(86/68) Battery. May 31. E.S.B. 18566/68.*
(86/68) Gas Chromatographs. May 31. E.S.B. 18579/68.*
(86/68) Fork-lift Truck. May 22. E.S.B. 18582/68.*
(86/68) T-connectors. May 27. E.S.B. 18583/68.*
(86/68) Fibre Glass. May 29. E.S.B. 18584/68.*
(86/68) Bentonite. May 29. E.S.B. 18553/68.*
(86/68) Insulators. May 30. E.S.B. 18554/68.*
(86/68) Tractor. May 30. E.S.B. 18555/68.*
(86/68) Steel. May 31. E.S.B. 18556/68.*
(86/68) Paper. June 4. E.S.B. 18557/68.*
(86/68) Valves. May 25. E.S.B. 18558/68.*
(86/68) Dynamo Meters. May 27. E.S.B. 18585/68.*
(86/68) Address Cards. May 27. E.S.B. 18586/68.*
(86/68) Rotary Pressure Joint. May 25. E.S.B. 18587/68.*
(86/68) Flow Meters. May 25. E.S.B. 18588/68.*
(86/68) Water Level Recorder. May 27. E.S.B. 18590/68.*
(86/68) Insulators. May 31. E.S.B. 18562/68.*
(86/68) Oil Filter Press. May 31. E.S.B. 18565/68.*
(86/68) Mine Ventilation Fan. June 3. E.S.B. 18567/68.*
(87/68) Motor Starting Equipment. May 28. E.S.B. 18589/68.*

TANZANIA

(88/68) PVC Pipes and Fittings for Central Tender Board. June 6. E.S.B. 18863/68.*
(86/68) Construction of Roadway for Ministry of Communications, Labour and Works. (Pre-qualification Information.) May 23. E.S.B. 18526/68.

THAILAND

Air Engineering Department, Bang-Sue:
(88/68) Press Brake. May 30. E.S.B. 18845/68.*
(88/68) X-ray Apparatus. May 31. E.S.B. 18846/68.*
(88/68) Dielectric Strength Testing Equipment. June 4. E.S.B. 18847/68.
(85/68) Conductor for Metropolitan Electricity Authority. June 6. E.S.B. 18128/68.*
State Railway of Thailand:
(88/68) Steel Pipes. May 22. E.S.B. 18843/68.
(88/68) Copper Wire. May 22. E.S.B. 18844/68.
(88/68) Fans. May 22. E.S.B. 18857/68.
(88/68) Stranded Screws. May 24. E.S.B. 18858/68.
(88/68) Electrical Supplies. May 27. E.S.B. 18860/68.
(88/68) Cable. May 22. E.S.B. 18853/68.*
(88/68) Clearing Machine. May 29. E.S.B. 18854/68.
(88/68) Synthetic Resin. May 24. E.S.B. 18859/68.

TURKEY

(88/68) Locomotive for IETT Isletmesi Genel Mudurlugu. June 4. E.S.B. 18866/68.*
Navy Command:
(87/68) Diesel Alternator Sets. July 4. E.S.B. 18810/68.*
(87/68) Steering Gear and Accessories. July 4. E.S.B. 18811/68.*
(87/68) Fire Hose. June 27. E.S.B. 18594/68.*
(87/68) Foam Nozzles. June 27. E.S.B. 18595/68.*
(87/68) Fire Pumps. June 27. E.S.B. 18593/68.*
(88/68) Cellulose Sulphite for Turkiye Seluloz ve Kagit. June 19. E.S.B. 18867/68.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(86/68) Jacks. June 1. E.S.B. 18511/68.
(86/68) Ball and Roller Bearings. June 3. E.S.B. 18512/68.

UNITED STATES OF AMERICA

(85/68) Cable for Bonneville Power Administration. May 22. E.S.B. 18088/68.*
(83/68) Electronic Recording Tensiometer for Purchasing and Transportation Division, United Nations. May 27. E.S.B. 17827/68.

URUGUAY

(84/68) Filing Cabinets for AFE (State Railways). First call June 4; second call June 10. E.S.B. 18109/68.
(84/68) Medical Supplies for MSP (Ministry of Public Health). June 4. E.S.B. 18110/68.
(84/68) Electrical Equipment for UTE (State Electricity Board). First call June 14; second call June 20. E.S.B. 18111/68.

VIETNAM

Industrial Development Centre:
(88/68) Generating Set. July 15. E.S.B. 18865/68.*
(88/68) Machinery and Equipment for a Diesel Engine and Agricultural Machinery Manufacturing Plant. August 15. E.S.B. 18856/68.*

YUGOSLAVIA

(87/68) Construction of Railway Line for Railway Transport Enterprise. (Pre-qualification Information.) June 10. E.S.B. 18606/68.*

ZAMBIA

Central Supply and Tender Board:
(83/68) Hospital Bottle Containers and Accessories. May 31. E.S.B. 17759/68.
(83/68) Maternity Towels. May 31. E.S.B. 17760/68.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(85/68) Inquiry for air conditioning units; hand tool kits; whisky; window frames; women's sweaters. E.S.B. 16916/67.

Algeria/Czechoslovakia
(84/68) Trade Agreement. C.R.E. 6731/G.

Australia
(83/68) Inquiry for chemicals for metal cleaners. E.S.B. 17628/68.
(85/68) Inquiry for florists sundries. E.S.B. 17805/68.
(86/68) Inquiry for refrigeration equipment. E.S.B. 16552/68.
(86/68) Inquiry for special coatings. E.S.B. 18833/68.
(83/68) Agency inquiry for central heating equipment. E.S.B. 15009/68.
(83/68) Agency inquiry for electronic and electrical components; electrical equipment. E.S.B. 17336/68.
(83/68) Agency inquiry for invalid chairs; non-adhesive dressings; surgical appliances; surgical instruments. E.S.B. 17597/68.
(84/68) Agency inquiry for gift pottery; brassware and glassware; flower stands; souvenir lines; novelties. E.S.B. 16172/68.
(85/68) Agency inquiry for biscuits; confectionery; tinned fish; cat and dog foods; toys. E.S.B. 6503/68.

†For further details of the 'Export Service Bulletin' see page 1462.

(87/68) Agency inquiry for diesel engines. E.S.B. 18414/68.
(88/68) Inquiry for alarm systems; anti-pilfering equipment. E.S.B. 18492/68.

Austria
(87/68) Inquiry for car care preparations; filters; motor car spares; radiator hoses; rubber mats; silencers; wheels. E.S.B. 18008/68.
(87/68) Inquiry for foundry machines and equipment; lathes; pipe or tube working machines. E.S.B. 17939/68.

Bahrain
(86/68) Inquiry for furniture; mattresses. E.S.B. 18090/68.
(86/68) Inquiry for garbage disposal scheme. E.S.B. 18359/68.

Brazil
(84/68) Inquiry for minerva machine; printing machines. E.S.B. 14271/68.

Canada
(84/68) Agency inquiry for fire fighting equipment; cap lamps. E.S.B. 17347/68.
(83/68) Inquiry for rear protection equipment. E.S.B. 17348/68.
(85/68) Inquiry for automobile accessories and parts. E.S.B. 18335/68.
(85/68) Inquiry for sewer and mill water supply line catalogues. E.S.B. 6420/68.
(85/68) Manufacture under licence – electronic components; electro-mechanical devices. E.S.B. 18313/68.

Ceylon
(85/68) Inquiry for chisels; dial indicator; pipe stock and dies; pipe wrenches; taps. E.S.B. 17598/68.

Colombia
(85/68) Inquiry for machine tools and accessories. E.S.B. 18026/68.

Czechoslovakia
(84/68) Inquiry for machine tools. E.S.B. 12197/68.

Denmark
(85/68) Agency inquiry for worsted cloth. E.S.B. 11488/68.

Denmark/Bulgaria
(85/68) Trade Agreement. C.R.E. 2980/G.

Finland
(86/68) Inquiry for used steel plant and rolling mill equipment. E.S.B. 14703/68.

France
(83/68) Agency inquiry for agricultural equipment; yachting and boating equipment. E.S.B. 17542/68.
(85/68) Agency inquiry for knitwear; rainwear. E.S.B. 17575/68.
(85/68) Agency inquiry for polytetrafluoroethylene. E.S.B. 15558/68.
(83/68) Inquiry for building materials; tiles. E.S.B. 7286/68.
(84/68) Inquiry for steel plates; girders. E.S.B. 18064/68.

Germany, Federal Republic of
(84/68) Agency inquiry for office organizational equipment; office requisites. E.S.B. 17574/68.
(85/68) Agency inquiry for china and earthenware giftware. E.S.B. 17808/68.
(85/68) Agency inquiry for fish-handling machinery. E.S.B. 18321/68.
(85/68) Agency inquiry for paint spraying plant and equipment. E.S.B. 16692/68.
(83/68) Inquiry for foodstuffs. E.S.B. 14737/68.
(83/68) Inquiry for smokers' requisites. E.S.B. 17958/68.
(84/68) Hanover Fair. G.D. 9323/G.
(85/68) Inquiry for cotton gauze. E.S.B. 18078/68.
(85/68) Inquiry for horticultural tools and implements. E.S.B. 17904/68.
(85/68) Inquiry for surgical rubber-ware. E.S.B. 17950/68.
(85/68) Inquiry for scarves. E.S.B. 18062/68.
(86/68) Inquiry for coastal erosion protection nets. E.S.B. 18346/68.
(87/68) Inquiry for halogen bulbs. E.S.B. 18613/68.

Germany/Switzerland
(87/68) Trade Agreement. C.R.E. 1827/G.

Greece
(83/68) Inquiry for gasket producing machinery. E.S.B. 11601/68.

Guyana
(83/68) Agency inquiry for motor car parts and accessories. E.S.B. 15798/68.

Hong Kong
(85/68) Agency inquiry for domestic detergent powder; liquid soap dispenser; men's shoes and socks. E.S.B. 17339/68.

India
(84/68) Inquiry for electrical crane components. E.S.B. 16984/68.

Iran
(86/68) Second Asian International Trade Fair. E.S.B. 1216/G.

(Continued on next page)

Iraq
(83/68) Inquiry in respect of sanitary and other fittings for new Baghdad university. E.S.B. 17600/68.

Irish Republic
(87/68) Inquiry for washing machine parts. E.S.B. 18476/68.

Israel
(83/68) Agency inquiry for food freezing and freeze-drying equipment; air raid shelter equipment; packaging machinery. E.S.B. 7172/68.
(85/68) Agency inquiry for alcoholic beverages; confectionery; foodstuffs. E.S.B. 17686/68.
(85/68) Agency inquiry for antioxidants; emulsifiers; resins; stabilizers. E.S.B. 16870/68.
(85/68) Agency inquiry for black steel sheets; pig iron; stainless steel plates and sheets; steel billets; wire rods. E.S.B. 44891/67.

Italy
(84/68) Agency inquiry for livestock. E.S.B. 17626/68.
(85/68) Agency inquiry for container ships. E.S.B. 18065/68.
(87/68) Agency inquiry for industrial machinery. E.S.B. 18417/68.
(88/68) Agency inquiry for animal food grinding and compacting machines; electro-mechanical gear boxes; industrial and automatic weighing machines. E.S.B. 18416/68.
(83/68) Inquiry for packaging machine; stator winding machine. E.S.B. 5285/68.
(84/68) Inquiry for drinking plant; grading machine; poultry feeder; aeration plant. E.S.B. 18082/68.
(85/68) Inquiry for a floating dock. E.S.B. 17918/68.
(86/68) Inquiry for furnishing fabrics; wallpaper. E.S.B. 18420/68.
(86/68) Inquiry for textiles; fabrics. E.S.B. 18471/68.
(87/68) Inquiry for chemical products for food. E.S.B. 19269/68.
(87/68) Inquiry for domestic rubbish grinders. E.S.B. 16859/68.
(87/68) Inquiry for polyvinyl resins. E.S.B. 18270/68.

Italy/Norway
(87/68) Trade Agreement. C.R.E. 23191/G.

Jamaica
(83/68) Inquiry for stain removing chemicals. E.S.B. 16513/68.
(85/68) Inquiry for carpeting. E.S.B. 18331/68.
(86/68) Inquiry for metal tops. E.S.B. 16256/68.

Japan
(84/68) Agency inquiry for tinned cocktail snacks; tinned candy. E.S.B. 17298/68.
(86/68) Agency inquiry for cotton fabrics. E.S.B. 18412/68.
(87/68) Agency inquiry for drugs for women. E.S.B. 18401/68.
(87/68) Inquiry for solo mower. E.S.B. 18411/68.

Jordan
(87/68) Agency inquiry for biscuits; confectionery. E.S.B. 16606/68.

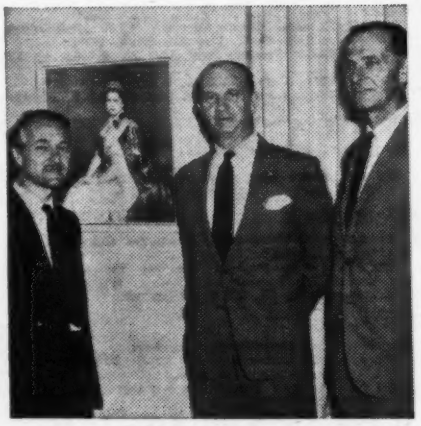
Kenya
(84/68) Agency inquiry for armoured cables, conduit and fittings; control and switch gears; distribution boards; electrical accessories; electrical measuring instruments; motor; fluorescent tubes; lighting fittings; transformers. E.S.B. 17514/68.
(86/68) Inquiry for electrical equipment – further information. E.S.B. 17514/68.

Lebanon
(84/68) Agency inquiry for circuit breakers and metal-clad enclosures; starters. E.S.B. 17649/68.
(85/68) Agency inquiry for outerwear. E.S.B. 17822/68.

Libya
(83/68) Inquiry for steel bars. E.S.B. 17003/68.

Malawi
(86/68) Inquiry for domestic electrical equipment. E.S.B. 17605/68.

Malaysia
(86/68) Agency inquiry for radio, telecommunication and television equipment and components; typewriters. E.S.B. 16247/68.
(88/68) Agency inquiry for drugs; pharmaceuticals. E.S.B. 18630/68.
(83/68) Inquiry for cement; marble chippings; parquet floor producing plant; pigments; tile producing plant; tiles. E.S.B. 17901/68.
(84/68) Inquiry for rice planting, cultivating and harvesting machinery. E.S.B. 17616/68.
(88/68) Inquiry for water pumps. E.S.B. 18761/68.



Mr. Maurice Elson (centre), director of the Irish Linen Guild, recently spent 10 days in Australia to study the market there. He is seen here during an informal briefing with Mr. Henry Bartlett (left) Deputy High Commissioner, and Mr. Sidney Hindle, Commercial Officer of the British High Commission, Brisbane.

Mozambique
(86/68) Inquiry for laboratory hydraulic equipment. E.S.B. 18048/68.

Netherlands
(84/68) Agency inquiry for bathing caps and rings; cigarette cases; druggists sundries. E.S.B. 16884/68.

New Zealand
(84/68) Agency inquiry for mohair. E.S.B. 17804/68.

Nigeria
(83/68) Inquiry for amplifiers; electric irons, kettles and accessories; electrical generating plant; public address equipment. E.S.B. 17806/68.
(83/68) Inquiry for pharmaceuticals. E.S.B. 17972/68.
(83/68) Inquiry for wood-making machinery. E.S.B. 17914/68.
(84/68) Inquiry for auto accessories and spares; paints. E.S.B. 17821/68.

Norway
(83/68) Agency inquiry for catering equipment. E.S.B. 17357/68.
(84/68) Agency inquiry for diabetic food. E.S.B. 10585/68.
(84/68) Inquiry for bar handling machine. E.S.B. 12817/68.

Philippines, Republic of
(83/68) Inquiry for abrasives; chemicals; explosives. E.S.B. 17860/68.
(87/68) Inquiry for cinematographic, laboratory and medical equipment. E.S.B. 17072/68.

Poland
(86/68) Inquiry for sachet filling, cutting and printing line. E.S.B. 18311/68.

Portugal
(87/68) Inquiry for electrical wound resistors. E.S.B. 9171/68.

Puerto Rico
(83/68) Inquiry for cement block manufacturing machinery. E.S.B. 16844/68.

Saudi Arabia
(87/68) Inquiry for ice lollipop machinery; refrigerated vans. E.S.B. 18732/68.

Somali Republic
(83/68) Agency inquiry for building materials. E.S.B. 17556/68.

South Africa
(83/68) Agency inquiry for spectacle frames; spectacle lenses. E.S.B. 17803/68.
(84/68) Agency inquiry for manufactured plastics. E.S.B. 17970/68.
(86/68) Agency inquiry for dress and household fabrics. E.S.B. 18342/68.
(88/68) Inquiry for construction and mining machinery. E.S.B. 18404/68.

Sudan
(88/68) Inquiry for radio and electrical spares. E.S.B. 17967/68.

Surinam
(85/68) Agency inquiry for ceramic tiles; crop dusting chemicals; hake; hand tools; packing machines; pear nectar; urea. E.S.B. 15669/68.

Sweden
(83/68) Inquiry for ball pen machinery and raw materials. E.S.B. 17323/68.
(87/68) Inquiry for foodstuffs. E.S.B. 18632/68.

Switzerland
(84/68) Agency inquiry for chamois leather. E.S.B. 17515/68.
(85/68) Agency inquiry for women's coats. E.S.B. 17571/68.
(86/68) Agency inquiry for piece-goods; dress fabrics. E.S.B. 18345/68.

Thailand
(84/68) Agency inquiry for garage equipment. E.S.B. 17857/68.
(83/68) Inquiry for evening dresswear and accessories; knitwear; rainwear. E.S.B. 17815/68.
(84/68) Inquiry for mortuary refrigerators. E.S.B. 27791/67.

Trinidad/Tobago
(85/68) Agency inquiry for men's suitings. E.S.B. 8840/68.
(86/68) Agency inquiry for fibreglass insulation material. E.S.B. 17636/68.
(83/68) Inquiry for incubators. E.S.B. 16260/68.
(86/68) Inquiry for equipment for hotels, supermarkets and shops. E.S.B. 17695/68.
(87/68) Inquiry for synthetic fibres. E.S.B. 18603/68.

Turkey
(83/68) Inquiry for cable equipment; telephone cable. E.S.B. 17856/68.
(85/68) Inquiry for petro-chemical industry machinery and equipment. E.S.B. 17267/68.

Uganda
(84/68) Agency inquiry for cotton and synthetic materials; imitation leather; shoe components. E.S.B. 17811/68.
(84/68) Inquiry for crane; fabrication shop equipment; foundry equipment; machine tools; sand conditioning plant. E.S.B. 17697/68.

United Arab Republic (Egypt)
(84/68) Inquiry for maintenance workshop equipment; service station equipment. E.S.B. 17644/68.
(87/68) Inquiry for radiosondes transmitters. E.S.B. 18293/68.

United Kingdom/Algeria
(85/68) Resumption of diplomatic relations.

United Kingdom/Iraq
(85/68) Resumption of diplomatic relations.

USSR
(86/68) Public holidays in the Soviet Union. E.S.B. 1209/G.

United States of America
(83/68) Agency inquiry for construction equipment. E.S.B. 16962/68.
(83/68) Inquiry for printing machinery. E.S.B. 17823/68.
(83/68) Inquiry for steel products. E.S.B. 15139/68.
(86/68) Inquiry for carpet printing machines. E.S.B. 17535/68.
(87/68) Inquiry for chemicals. E.S.B. 18028/68.
(87/68) Inquiry for curtain material; stage lighting equipment. E.S.B. 18614/68.
(87/68) Inquiry for farriers tools. E.S.B. 18658/68.
(87/68) Inquiry for hinges; rubber hip boots; shelf brackets. E.S.B. 18716/68.
(88/68) Inquiry for cooling towers. E.S.B. 18288/68.

Windward Islands
(83/68) Agency inquiry for building materials. E.S.B. 16640/68.

Zambia
(84/68) Agency inquiry for footwear; men's suits; suitings; suitcases. E.S.B. 9695/68.

Government Publications

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A235

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the March 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xx of May 3 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel* 01-248 5757).

North and Central American tour

MR. W. M. MACKENZIE, export director of the Selincourt Midlands Group, will leave later this month for a two months tour of the United States, West Indies and Central America.

Executives of the group have already spent eight weeks overseas this year and a four month journey to Australia is being planned. Sales executives will also visit the Far East and South Africa this year.

The Midlands Group does a big export trade in net curtains and Nottingham lace table covers, napery and bedspreads as well as in dress laces.

JBE sales team in Pakistan

WITH natural gas from Pakistan's SUI gas fields now being produced and piped in usable quantities, a John Brown Engineering (Clydebank) Ltd. team is currently in the country on a selling mission.

Mr. James A. Turner, sales manager, and Mr. William D. Russell, sales engineer, flew to Karachi recently and, through their agents there, Zelin Ltd., are visiting Karachi, Lahore and Dacca.

At each stop they will meet potential users of gas turbines for power generation and industrial drive application and they will give presentations aided by films to industrialists, government and municipal officers and to representatives from universities and technical colleges.

Particular attention will be paid by the sales team to the potential of the arid coastal areas of the Arabian Sea – for a JBE industrial gas turbine capable of meeting the power generation needs of a community of 10,000 people can also drive desalination plants to meet the water needs of the same community. The desalination plant is powered entirely from the waste heat of the turbines.

JBE salesmen with more than half a million miles travelling abroad behind them in less than two years have recently announced major export orders for the Persian Gulf area, Thailand and Borneo.

Mr. Brian Gomm, North European general sales manager, seen before leaving on his tour to Scandinavia. During his visit a seven-strong team from Anglia Television, Norwich, recorded his talks with Swedish, Norwegian and Russian customers in Stavanger, Oslo and Stockholm. It is expected that a half-hour film of this visit will be shown during the summer.

Chairlifts, tiles and water for United States

Mr. T. E. G. Parsons

THREE members of the Kent and Sussex Export Club have just completed a tour of the United States on a selling mission of building materials, chairlift systems – and sachets of water! They were Mr. T. E. G. Parsons, export manager of the Marley Tile Company, Sevenoaks; Mr. William Murphy of the Sevenoaks-based British Ropeway Engineering Co. Ltd.; and Mr. Donald Oag, managing director of Oag, Porteous & Co. Ltd.

Mr. Parsons, who visited Los Angeles, Philadelphia, Boston, New York and Chicago, concentrated on the sales of decorative vinyl floor tiles for specialist contractors; self-adhesive floor tiles which are visualized as a 'hardware' item for the general public; Marley anti-static tiles which gained the makers the Queen's Award to Industry in 1967 and which are already playing a prominent role in hospital floorings throughout the world; and the Marley vinyl rainwater goods which are claimed to be the most advanced and comprehensive system to be developed anywhere. Marley already market to some 100 countries and have had some previous success in the United States.

Mr. Murphy, who toured California, offered for sale passenger chairlifts and cabinlifts of a type similar to the one designed by BRECO for Expo '67 at Montreal and the Canadian National Exhibition at Toronto. Six tenders for jobs in California have recently been submitted by the British Ropeway Engineering Co. He also sought outlets for his company's mechanical handling equipment, shiploading and industrial ropeways.

Mr. Oag canvassed sales for an unusual product – water. But not 'just' water. This was Scottish water : : : 'genuine Highland water' from the hills above Loch Lomond : : : 'soft as mountain dew'.

It is packed in tartan-labelled sachets and marketed as 'Scotch Rocks'. His company, Oag, Porteous & Co. Ltd. of Dumbarton, export it all over the world for use – as water or as ice – with Scotch whisky, to produce the perfect match for connoisseurs.

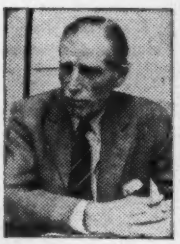
Extensive Italian sales tour

OFF to Italy on the third stage of an intensive export sales drive is Mr. J. F. W. Adams of Mecanaids Limited, manufacturers of the Ambulift Patient Handling System. His two-week, 3,000 mile tour, will take him to hospitals in Bologna, Modena, Verona, Ancona, Bari, Naples, Rome and Milan where he will demonstrate the Ambulift.

In November 1967 Mr. Iain S. Malcolm, director and general manager of Mecanaids Limited, paid a visit to Italy as a member of a British Hospitals Mission organized by the Ministry of Health, British National Export Council and the British Export Council. So great was the Italian interest in the Ambulift that, with the assistance of their agents in Bologna, Mecanaids are establishing a chain of distributors throughout Italy. 'There is a great requirement there for the Ambulift,' said Mr. Malcolm, 'and we believe that there is an enormous market there for our particular system.'

Seen leaving London Airport bound for Japan is Mr. Victor D. Fenton, managing director of the International Rectifier European Semiconductor Division. Mr. Fenton is attending a forward planning meeting of the IR worldwide semiconductor organization in Tokyo. IR companies in Europe are owned jointly by International Rectifier Corporation of El Segundo, California and Metal Industries (Thorn Group) of London.

South African tour



MAJOR GENERAL P. H. DE HAVILLAND, director of the British Metalworking Plant Makers' Association, recently flew to South Africa on a two weeks tour, to visit 13 leading companies of the South African steel and non-ferrous industries. His itinerary included Cape Town, Durban, Johannesburg, Pietermaritzburg and Pretoria.

The purpose of his tour was to get better acquainted with the workings and needs of the South African industry and to explore further the potential for British plant makers.

General de Havilland called on many important customers of the BMPA member companies and renewed many friendships he made on a previous visit with the British Iron and Steel Institute in 1965.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Largest carpet order from Canada

Crossley Carpets have received from Canada a $650,000 order for 86,000 square yards of Twist Wilton carpet. This is believed to be the largest single export order for a carpet of one quality.

Rumanian order

Less than a month after winning an order worth more than half a million pounds in Czechoslovakia, Gibbons Brothers Limited of Brierley Hill (Staffs) has obtained another contract worth £80,000 for a high temperature tunnel kiln for firing basic refractories for Rumania.

Exports of BAC 111 total 100

Four more BAC One-Eleven jets have been sold in the United States. Mohawk Airlines has ordered three more BAC One-Elevens, increasing its total order from 14 to 17. In addition, a further One-Eleven has been sold to a United States business corporation.

These two new One-Eleven orders bring to 100 the total of One-Elevens for export–almost two-thirds of the total order book (154) and worth, with spares, around £140 million. They also bring to 68 the total sold in the United States dollar market against a current tariff barrier of nine per cent.

Mr. Geoffrey Knight, chairman and managing director of British Aircraft Corporation's Weybridge Division, said: 'I am delighted that the 100th export order for the BAC One-Eleven has come from Mohawk, which has backed us consistently by placing no fewer than seven separate orders for One-Elevens with us.'

Panamanian order

The first main order from Panama has been received by Dufaylite Developments Ltd., St. Neots, Hunts. The shipment consists of 3,600 flush-door honeycomb cores – a quantity five times greater than the initial trial order.

Dufaylite honeycomb core in the 'E' mesh (1½ in. cell size) has been supplied to Maderas Laminadas, SA, Apartado 3350, Panama 4, Republic of Panama.

Second repeat order from Australia

Loewy Robertson Engineering Company Limited of Bournemouth, now a member of the Davy-Ashmore Group, announce that they have won a second repeat order worth approximately £230,000 for a cold rolling mill plant from Comalco Products Pty. Limited of Yennora, NSW, Australia.

This will be the third constant gap mill to be built by Loewy Robertson for Comalco Products Pty. Limited.

Major order from Japan

The Power-Gas Corporation Limited of Stockton, Teesside (a member of the Davy-Ashmore Group), will carry out a further order for a large hydrogen plant in Japan. The contract for the plant was won against intense competition from American, European and Japanese companies. The project will be carried out in conjunction with Mitsubishi Kakoki Kaisha Limited (MKK) of Tokyo, the Power-Gas sub-Licenses in Japan for the ICI steam reforming process. The plant, to be built at Kishima, will cost Kashima Oil over £1¼ million. Completion is scheduled for 1970.

Flight simulator order

A Redifon Gulfstream II flight simulator is now in operation at La Guardia Airport, New York: it is the fifth British simulator to be installed by Flight Safety Inc., one of the largest civil pilot training organizations. Redifon are to supply a further five simulators to Flight Safety as part of a multi-million dollar export for Britain.

The Crawley-built Gulfstream simulator incorporates a 3-axis motion system, fuselage and cockpit, and full instrumentation.

Oxygen plants for South Africa

Two new 210 ton-a-day oxygen plants, valued at £1½ million, have gone on stream, on schedule at the South African Iron and Steel Industrial Corporation's works at Vanderbijlpark, near Johannesburg, South Africa's largest steelworks. The plants are cryogenic air separation units designed by Air Products Ltd., New Malden, and fabricated at their Acrefair, North Wales, works. Main contractors for the project were Babcock & Wilcox of Africa (Pty) Ltd., who also represent Air Products in southern Africa.

Cadbury's chocolate for Russia

Cadbury's have signed a contract with the USSR for £150,000 worth of chocolate. This new link forged between Cadbury's and Sojuzplodo Import, the Russian State import organization, is expected to produce further Anglo-USSR trade. Mr. C. E. Gillett, export director, said 'This order has been obtained through persistence in selling over a long period of time by our staff and the staff of the Comintor Investment and Trading Company.'

£14 million Iranian contract

Costain and Press (Overseas Services) Limited, has successfully negotiated a £14 million contract with the National Iranian Oil Company to build and equip a gas treating complex in Southern Iran. This will form part of a gas trunkline which is planned to pipe 1,650 million cubic feet per day of natural gas from Southern Iran, near the Persian Gulf, nearly 700 miles to Astara on the Caspian Sea, for onward transmission into Russia. The system will also serve the Iranian cities of Teheran, Esfahan, Ghom and Kashan.

Ship loading equipment order

The Flexible Conveyor Co. Ltd., of Hartlepool (Co. Durham) and Ware (Herts) has won a £70,000 export order for ship loading equipment to be installed at the Shahpur fertilizer plant in Iran. It includes machinery to handle bags mechanically up to the loading point in the ship's hold. Manufacture of the equipment will be in the company's works at Spion Kop, Hartlepool.

Fork lift trucks for Spain

Matbro (Sales) Limited, in announcing the appointment of LEDASA of Madrid as their new Spanish Agents, for the sale and service of Matbro fork lift trucks for the whole of Spain excepting Catalonia, report that in the first full month of the agency agreement, LEDASA obtained orders for one 8,000 lb. (3620 kg) capacity swinglift truck as well as for a 4,000 lb. (1815 kg) cross-country machine and a 4,000 lb. (1815 kg) indoor diesel machine. In Catalonia, Matbro have retained their existing agents, S.A.E. Motormovil of Barcelona.

Matbro have also appointed H. E. Robinson of Port-of-Spain, agent for the sale of their fork lift trucks in Trinidad and Tobago.

Repeat order for Australia

Loewy Robertson Engineering Company Limited of Bournemouth, now a member of the Davy-Ashmore Group, announce that they have won a second repeat order valued at £230,000 for a cold rolling mill plant from Comalco Products Pty. Limited of Yennora, NSW, Australia. This will be the third constant gap mill to be built by Loewy Robertson for Comalco Products Pty. Limited. A 72" wide four-high non-reversing cold mill was installed in 1966 and a 62" wide mill was supplied in 1963.

Major order from Japan

The Power-Gas Corporation Limited of Stockton, Teeside, (a member of the Davy-Ashmore Group), will carry out a £½ million order for a large hydrogen plant in Japan. The contract for the plant was won against intense competition from Amercian, European and Japanese companies, and will be carried out in conjunction with Mitsubishi Kakoki Kaisha Limited (MKK) of Tokyo, the Power-Gas sub-licensees in Japan for the ICI steam reforming process. Completion is scheduled for 1970.

Deep sea-oil equipment for Kuwait

Following closely an order to provide the Kuwait Oil Company with a jet gas turbine to power a large crude oil pump, English Electric have announced that it is also to supply all the diesel-engined generating equipment for the company's off-shore deep sea oil terminal. Worth £22,000, the contract for the diesel generating equipment has been placed with the Dorman Sub-Group of English Electric Diesels Limited at Stafford.

'Drip-dry' plant for USSR

A £750,000 automated plant for the production of dimethylol ethylene urea, an anti-crease chemical used in the manufacture of drip-dry cotton and rayon fabrics, has been supplied to Russia by Wycon Services Limited a joint company owned by Fisons and Constructors John Brown. The plant has a yearly production of more than 12,000 tons and is situated at Sterlitamak in Bashkiria about 800 miles east of Moscow.

Six million dollar plant for Korea

The Power-Gas Corporation Limited, (a member of the Davy-Ashmore Group), have signed a contract worth about United States 6 million dollars for a methanol plant, with Taesung Lumber Industrial Company Ltd., in Seoul, Korea. The plant is designed to produce 150 tons per day of methanol which will be mainly used to make formaldehyde and subsequent wood binders and plastics. Building of this plant will be mainly financed by British credits now in the final stages of negotiation. Lazards of London supported by the British Export Credits Guarantee Department will provide approximately United States 5 million dollars against the guarantee of the Korean Exchange Bank. This will be the first plant built in Korea using such credits.

Forty per cent export sales

Scientific Furnishings Limited, one of Britain's leading companies in the computer peripherals' field, have announced that facilities have been set up at the company's factory in Chichester, Sussex, for the electronic design and manufacture of computer line printers. Production of the firm's new SF 300 line printer has started already. Forty per cent of production is being exported, especially to France, where the Compagnie des Compteurs is using the SF 300 as standard equipment for its PAC 700 computer.

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HULL to OSLO and OSLOFJORD PORTS.
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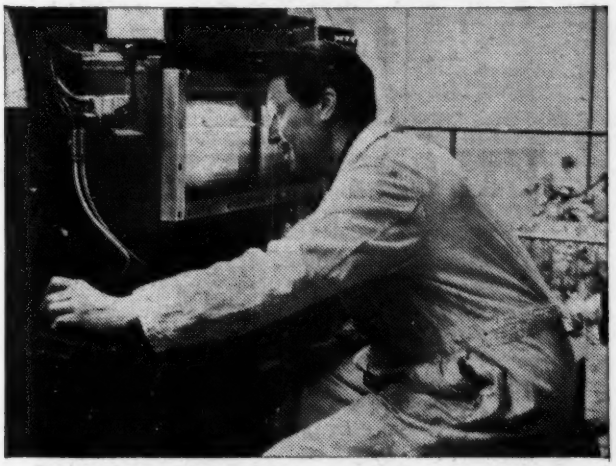
Tariff, Customs and Import Regulations in overseas countries



Watching the beginning of a run of polyester film through a metallizing chamber at the Thetford, Norfolk, factory of Vacuum Research Limited, the largest supplier of aluminized polyester film to European metallic yarn manufacturers. This company is now metallizing other plastics films such as PVC for coating and lamination by its associate company Camvac Products Limited.

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for cattlemeat

THE *Board of Trade Journals* dated April 19, 1968 (page 1252), April 26, 1968 (page 1315) and May 3, 1968 (page 1384) contained announcements about the common organization of the market for cattlemeat.

The text of the following Decision which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes*.

Decision No. 68/203/CEE fixes the prices to be used from April 22, to calculate the levies for third countries in the cattlemeat sector (*Journal Officiel* No. L97 dated April 23).

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for sugar

THE *Board of Trade Journal* dated April 19, 1968 (page 1252) contained an announcement about the common organization of the market for sugar.

The text of the following Regulation and Decision which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes* No. L98 dated April 24, 1968.

Regulation (CEE) No. 490/68 modifies for Germany the maximum amounts for denaturation premiums for sugar to be used in animal feedstuffs.

Decision No. 68/205/CEE fixes the maximum amounts of refund for exports of sugar to third countries.

The French text of the above Regulation and Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for eggs

THE *Board of Trade Journal* dated May 3, 1968 (page 1384) contained an announcement about the common organization of the market for eggs.

The texts of the following Regulations which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes* No. L101 dated April 27, 1968.

Regulation (CEE) No. 508/68 fixes the export refunds for the egg sector for the period beginning May 1, 1968.

Regulation (CEE) No. 511/68 fixes the refund for eggs in the shell exported in the form of goods not coming under Annex II to the Treaty of Rome.

Regulation (CEE) No. 512/68 modifies the supplementary amount (levy) to be applied to imports of frozen egg yolks.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

(EEC, *continued on next page*)

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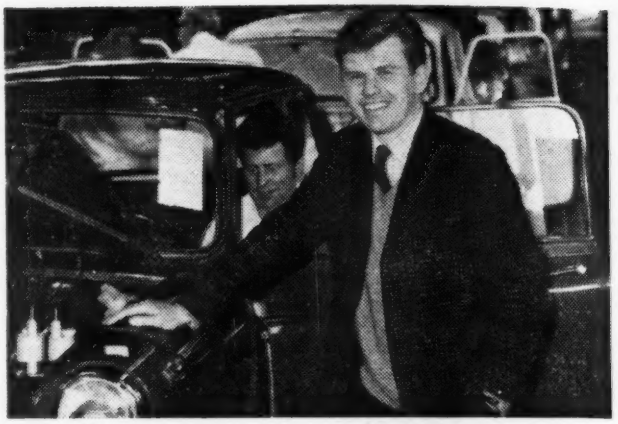
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)



Both the BMC Mini and the BMC employee in this picture are shortly bound for the South of France. The car, shown on the assembly line at BMC's Longbridge factory, is going as a normal export order. But work study engineer Mr. Geoffrey Willetts, of Birmingham, will fly to Nice as a BMC 'Ambassador' to hand over the car to the purchaser. Mr. Willetts' name was chosen at random by computer from the 100,000 employees of the BMC, Jaguar and Pressed Steel Fisher Group to accompany the 60,000th export vehicle so far this year. An employee is being chosen to 'deliver' every 10,000th export vehicle in 1968 as BMH leads towards its target of sending 350,000 vehicle overseas. Employees have already visited the Canaries, Jamaica and Cyprus to see the export situation for themselves.

EEC, *continued*

Common organization of the market for milk and milk products

THE *Board of Trade Journal* dated April 12, 1968 (page 1189) and April 26, 1968 (page 1314) contained an announcement about the common organization of the market for milk and milk products.

The texts of the following Decision and Regulations which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes.*

Decision 68/202/CEE fixes the free at frontier price for intra community trade in the milk and milk products sector from April 22, 1968 until its modification by a final Decision by the Commission (*Journal Officiel* No. L97 dated April 23, 1968).

Regulation (CEE) No. 506/68 defines the conditions under which the admission of cheese into tariff subheading 04.04 EV is subject. This regulation sets out the information required from exporters of certain cheeses to the EEC, to enable the authorities to determine whether the products fall within tariff heading 04.04EV (*Journal Officiel* No. L101 dated April 27, 1968).

Regulation (CEE) No. 507/68 states that import or export certificates for processed animal feedstuffs with a milk or powdered milk base issued after April 30, 1968 are valid only until the end of the 1967/1968 milk marketing year (*Journal Officiel* No. L101 dated April 27, 1968).

The French text of the above Regulations and Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated April 26, 1968 (page 1315) contained an announcement about the common organization of the market for cereals.

The texts of the following Regulations which also affect trade in

this sector have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 501/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel No.* L100 dated April 26, 1968).

Regulation (CEE) No. 510/68 fixes the refunds for cereals and husked rice exported in the form of goods not coming under Annex II to the Treaty of Rome (*Journal Officiel* No. L101 dated April 27, 1968).

Regulation (CEE) No. 515/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L101 dated April 27, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated April 26, 1968 (page 1314) contained an announcement about the common organization of the market for rice.

The texts of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 501/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L100 dated April 26, 1968).

Regulation (CEE) No. 510/68 fixes the refunds for cereals and husked rice exported in the form of goods not coming under Annex II to the Treaty of Rome (*Journal Officiel* No. L101 dated April 27, 1968).

Regulation (CEE) No. 515/68 modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L101 dated April 27, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

Trade in processed agricultural products

THE *Board of Trade Journal* dated April 26, 1968 (page 1316) contained an announcement about trade in processed agricultural products.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L99 dated April 25, 1968.

Regulation (CEE) No. 494/68 determines the amounts of the variable element of the levy applicable, for the period May 1, 1968 to June 30, 1968, to imports into the member states of mannitol and sorbitol.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

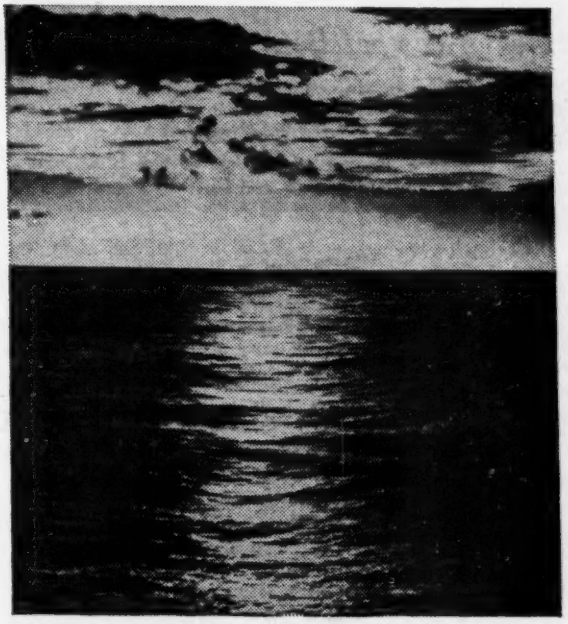
Imports from third countries into the EEC

THE *Journal Officiel des Communautés Européennes* No. L98 dated April 24, 1968 contains the text of Decision No. 68/204/CEE which authorizes the French Republic, in virtue of Article 115 of the Treaty of Rome, to apply protective measures to imports of horse meat (tariff heading no 02.01 A ex I) originating in third countries but circulating freely in the other member states. This means that horse meat being imported into France from the other member states but originating in third countries will be treated as coming direct from third countries and therefore will be subject to France's global quota for this product.

This Decision will be valid until the entry into force of a final common market organization for the products in question or at the latest August 31, 1968.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(EEC, *continued on next page*)



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EEC, *continued*

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. L37 dated April 24, 1968 contains announcements about two trading agreements which have been notified to the council of the EEC.

The first, under reference IV/22548, concerns an application for negative clearance of the agreement between Christiani's and Nielsen NV of the Netherlands and Christiani Nielsen of Copenhagen who are engaged in public works and industrial construction.

The second, under reference IV/597 is a notification by 'verenigning van vernis-en Verrfabrikanten in Nederland' whose registered office is in Amsterdam, of an agreement made by a section of this organization known as the 'Paint Export Group.' This relates to exports of paint, varnishes and thinners to all destinations but particularly to exports to other member states of the EEC. The majority of Dutch manufacturers and exporters of these products are members of this organization.

Interested third parties are invited to submit their observations within one month from April 24, 1968 to the following address, quoting the relevant reference number:

Commission des Communautés Européennes, Direction Générale 'Concurrence', Direction 'Ententes et Positions dominantes', 170 rue de la Loi, Bruxelles, 4 (Belgique).

Particulars of these announcements may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
359/67	On the common organization of the market in rice	1s. 9d. (2s. 0d.)
366/67	Establishing, for rice, the general rules relating to the granting of refunds on export and to the criteria for fixing their amount	10d. (1s. 1d.)
447/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
474/67	On the fixing in advance of the refund on the export of rice and broken rice	8d. (11d.)
475/67	On the procedure for calculating the levy applicable to processed products based on cereals and rice, and to fixing in advance the levy for certain of these products	10d. (1s. 1d.)
490/67	Fixing the corrective amount applicable to the refund on cereals	10d. (1s. 1d.)
491/67	Fixing the refunds for cereals and for certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
492/67	Altering the levies applicable to the import of process products based on cereals	8d. (11d.)
503/67	Fixing the refunds for processed products based on cereals and rice, including made-up foodstuffs	1s. 6d. (1s. 9d.)
514/67	Fixing the refunds applicable to the export of olive oil	10d. (1s. 1d.)
518/67	Fixing the refunds for cereals and for certain kinds of wheat or rye flour, groats and meal	10d. (1s. 1d.)
522/67	Fixing the corrective amount applicable to the refund in respect of rice and broken rice	10d. (1s. 1d.)
523/67	Altering the levies applicable to imports of processed products based on cereals and rice	8d. (11d.)
524/67	Altering the refunds applicable to the export of processed products based on cereals and rice	8d. (11d.)
530/67	Fixing the bonuses to be added to levies for cereals and malt	10d. (1s. 1d.)
535/67	Fixing the bonuses to be added to the levies on cereals and malt	10d. (1s. 1d.)
560/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	8d. (11d.)
561/67	Fixing the bonuses to be added to the levies for cereals and malt	8d. (11d.)
562/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
563/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
572/67	Fixing the refunds on export for rice and broken rice	10d. (1s. 1d.)
589/67	Fixing the bonuses to be added to the levies for cereals and malt	8d. (11d.)
591/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
594/67	Fixing the refunds for cereals and certain classes of wheat or rye flour, groats and meal	10d. (1s. 1d.)
596/67	Fixing the bonuses to be added to the levies for rice and broken rice	8d. (11d.)
649/67	Altering the refund on export for oil seeds	8d. (11d.)
650/67	Fixing the levies applicable to imports of processed products based on cereals and rice, including compound animal feeding stuffs	1s. 6d. (1s. 9d.)
653/67	Altering the additional amount for certain products in the poultry meat sector	8d. (11d.)
654/67	Fixing the refund for eggs in shell exported in the form of goods not covered by Annex II to the treaty	8d. (11d.)
656/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
657/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
685/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
686/67	On the denaturation process for colza rape and sunflower seeds	10d. (1s. 1d.)
688/67	Amending Article 23 of Regulation No. 224/67 on certain procedures concerning subsidies for oil seeds	8d. (11d.)
689/67	Amending Regulation No. 199/67 fixing coefficients for calculating levies on products derived from poultry meat	10d. (1s. 1d.)
698/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
701/67	Fixing refunds on cereals and certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
703/67	Fixing the premiums to be added to the levies for rice and brokens	8d. (11d.)
704/67	Fixing the refunds on export for rice and brokens	10d. (1s. 1d.)
705/67	Fixing the corrective amount applicable to the refund for rice and brokens	8d. (11d.)
706/67	Amending the levies for olive oil	8d. (11d.)
707/67	Amending the levies applicable to imports of processed products based on cereals and rice	8d. (11d.)
719/67	On fixing the refund on exports of rice and brokens	8d. (11d.)
720/67	Fixing an additional amount for certain products in the pigmeat sector	10d. (1s. 1d.)
721/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
725/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
727/67	Fixing the corrective amount applicable to the refund on cereals	10d. (1s. 1d.)
730/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
731/67	Fixing export refunds for rice and brokens	10d. (1s. 1d.)
732/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
733/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
734/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
736/67	Fixing the amount of the subsidy in the oil seeds market	8d. (11d.)
737/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
739/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
740/67	On giving effect to Article 7 (1) of Regulation No. 25 on financing the common agricultural policy for the accounting period 1963/1964	6d. (9d.)
742/67	Setting up special Sections I and II of the European Agricultural Orientation and Guarantee Fund relating to community compensation payments to Germany, Italy and Luxembourg and the payment of a sum of 4 million units of account to Luxembourg	8d. (11d.)
743/67	Fixing the levies applicable to cereals and to wheat and rye flour, groats and meal	8d. (11d.)
744/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
745/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
746/67	Fixing, for certain cheeses, the standard amount corresponding to the costs of delivery to the customs territory of the community	8d. (11d.)
747/67	Defining the conditions on which certain dairy products are included under certain CCT numbers	1s. 0d. (1s. 3d.)
748/67	Amending as regards the amount of the deposit Regulation No. 224/67 on certain procedures concerning subsidies for oil seeds	8d. (11d.)
749/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
750/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
751/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
752/67	Making certain Amendments to Annexes I and II to Regulation No. 83/67 in respect of chocolate and other food preparations containing cocoa	1s. 0d. (1s. 3d.)
771/67	Altering the additional amount for ovo-albumin and lacto-albumin	8d. (11d.)
774/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
793/67	Fixing the import levies on processed products based on rice, including compound animal feeding stuffs	1s. 0d. (1s. 3d.)
796/67	Amending Regulation No. 233/67 fixing the maximum amounts of the denaturing premium for sugar used for animal feeding stuffs	8d. (11d.)
797/67	Fixing the difference between the threshold price in the Member States and the world price for white sugar for calculating the levy and the refund provided for by Council Regulation No. 789/67	8d. (11d.)
798/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
845/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

Common organization of the market for ovalbumin and lactoalbumin

THE *Board of Trade Journal* dated May 3, 1968 (page 1384) contained an announcement about the common organization of the market for ovalbumin and lactoalbumin.

The text of the following Regulations which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L101 dated April 27, 1968.

Regulation (CEE) No. 513/68 modifies the supplementary amount (levy) to be applied to imports of ovalbumin and lactoalbumin, other than dried.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for poultry and poultry meat

THE *Board of Trade Journal* dated May 3, 1968 carried an announcement about the common organization of the market for poultry and poultry meat.

The texts of the following Regulations which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes* No. L101 dated April 27, 1968.

Regulation (CEE) No. 509/68 fixes the export refunds for the poultry meat sector for the period beginning May 1, 1968.

Regulation (CEE) No. 514/68 modifies the supplementary amount (levy) to be applied to imports of certain products in the poultry meat sector.

Correction

THE *Board of Trade Journal* dated February 23, 1968 (page 636) contained an announcement about Regulation (CEE) No. 151/68 modifying the supplementary amount to turkey drumsticks. This should now be amended to read – 'modifying the supplementary amount to turkey thighs, other than drumsticks'.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

IRISH REPUBLIC

Imposition of duties

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (No. 171) (Polyurethane Foam and Solid Fuel Stove Boilers) Order, 1968, under the Imposition of Duties Act, 1957, and the Finance Act, 1962, which came into operation on April 25, 1968, which imposes duties on certain solid fuel stove boilers and shaped pieces of polyurethane foam. The amended tariff headings now read as follows:

Tariff heading	Goods	Rates of duty				
		Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
73.36	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate-warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:					
	(C) Other:					
	(1) Of cast iron:					
	(a) Firebars	32%	32%	32%	25·6%	22·4%
	(b) Firegrates, ranges, mantel registers, and parts thereof	32%	32%	32%	25·6%	22·4%
	(c) Stoves:					
	(i) designed solely for heating water in connection with hot water circulating systems, and parts thereof	Free	Free	Free	Free	Free
	(ii) designed solely or primarily for direct space heating, and parts thereof	32%	32%	32%	25·6%	22·4%
	(iii) Other	32%	32%	32%	19·2%	19·2%
	(d) Other	Free	Free	Free	Free	Free
73.37	Boilers (excluding steam-generating boilers of heading No. 84.01) and radiators, for central heating, not electrically heated, and parts thereof, of iron or steel; air heaters and hot air distributors (including those which can also distribute cool or conditioned air), not electrically heated, incorporating a motor-driven fan or blower, and parts thereof, of iron or steel:					
	(A) Gas burning appliances, excluding parts	24%	16%	16%	12·8%	11·2%
	(A1) Solid fuel domestic stove-type boilers designed to provide direct space heating, and parts thereof, of cast iron.	32%	32%	32%	19·2%	19·2%
94.01	Chairs and other seats (other than those falling within heading No. 94.02), whether or not convertible into beds, and parts thereof:					
	(B) Parts:					
	(6) Other:					
	(bb) Of material of a kind described in heading No. 39.01 (A)	40%	40%	40%	16%	16%

This is an additional sub-heading; the existing sub-heading 94.01 (B) (6) (b) remains unchanged.

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

FRANCE

Global quota for petroleum gases

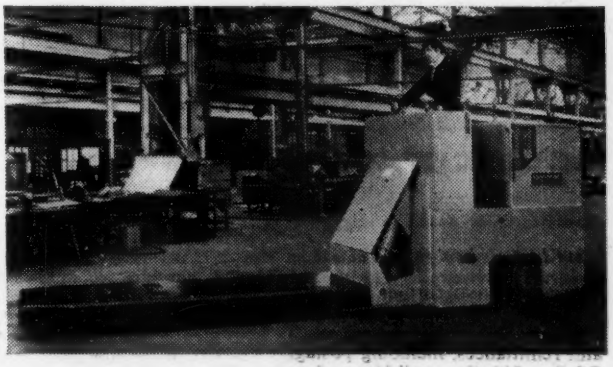
THE FRENCH *Journal Officiel* of April 10 announced the opening for the first half of 1968 of the following quota for imports from all countries outside the Franc zone.

This item should be added to List B of products to be imported into France under licences for which applications are examined as and when received, published in the *Board of Trade Journal* of April 5, page 1114.

Quota No.	Tariff No.	Product
226	27-11 ex B	Petroleum gases and other gaseous hydrocarbons, in containers

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

(FRANCE, *continued on next page*)



Test drive on one of two 30,000 lb.-capacity elevating platform trucks at the Leeds works of Greenwood & Batley. These electric battery-operated vehicles are destined for the A/S Alnor Aluminium Plant in Norway.

FRANCE, *continued*

Quota for grass seed

THE FRENCH *Journal Officiel* of April 10 announced that within the limit of a quota of 2,000 metric quintals, derogations will be granted for imports of grass seed of the Fleole species relating on the one hand to the following varieties:

S 352 Aberystwyth (GB)
Taca Trifolium (Denmark)
Drummond (Canada)
Milton (Canada)
Mottarwitzer (E. Germany)
Climax (Canada)

not listed in the 'Catalogue of Species and Varieties of Cultivated Plants' and, on the other hand, to varieties listed in the catalogue not produced in their country of origin. The imported seed should be commercialized without naming the varieties.

Applications should be sent to the Groupement National Interprofessionel des Semences, Graines et Plants (GNIS), 44 rue du Louvre, Paris, Le., before June 30, 1968, and relevant imports before September 30, 1968.

Packaging for commercialization must be sealed and the label carry the wording 'Semences commercialisees en derogation (Arrete du . . . . .)'.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 467, published in the South African Government *Gazette* of May 3, contains an application to the Board of Trade and Industries for increase in duty on carpet gripper of plywood from 20 per cent *ad valorem* to 1½ cents per foot.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 992/68.

MOROCCO

Import liberalization — amendment

A RECENT CIRCULAR issued by the Moroccan *Office des Changes* has announced that BN 25.23.11/12 (Powdered cement) should be deleted from List A (Goods for which import licences are not required) and added to List B (Goods for which import licences are required). No quota value has been given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/75).

KENYA

Prohibited publications

LEGAL NOTICE No. 100, published in the Kenya *Gazette Official Supplement* dated April 8, announces the following order:

'The Prohibited Publications Order, 1968.

The importation of any publication depicting or containing any symbol, emblem, device, colours, slogan, motto, words or letters signifying any association with or support for a political object or political organization is hereby prohibited.'

Import licensing regulation

LEGAL NOTICE No. 109, published in the Kenya Official Supplement, dated April 19, announces, with effect from April 16, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 3) Order, 1968, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended is now further amended as follows:

Item No.	Description
696 0 1	Razor blades

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

RHODESIA

Customs tariff changes

THE Customs and Excise (Tariff) (Amendment) Notice, 1968 (No. 3), published as Rhodesia Notice No. 271 of 1968 on April 12, amends the Rhodesia Customs Tariff. The sub-item affected and the new rate of duty is as follows:

Tariff Item No.	Item	Duty
73	Millinery, drapery, haberdashery and textile articles of furnishing and napery: (b) Plastic buttons: (ii) Other . . . . . per gross	£0 1s. 0d.

Note: Trade between the United Kingdom and Rhodesia is severely restricted. The change in the Rhodesian tariff listed above is published for information only.

PAKISTAN

Changes in import duties

AN ANNOUNCEMENT concerning certain changes in Pakistan export incentive schemes and import duties appeared in the *Board of Trade Journal* dated December 1, 1967 (page 1432). These changes included the imposition of an import surcharge on certain goods, and the *Official Gazette* of Pakistan specifying the goods liable for this surcharge has now been received.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

SOUTH VIETNAM

Visitors to South Vietnam

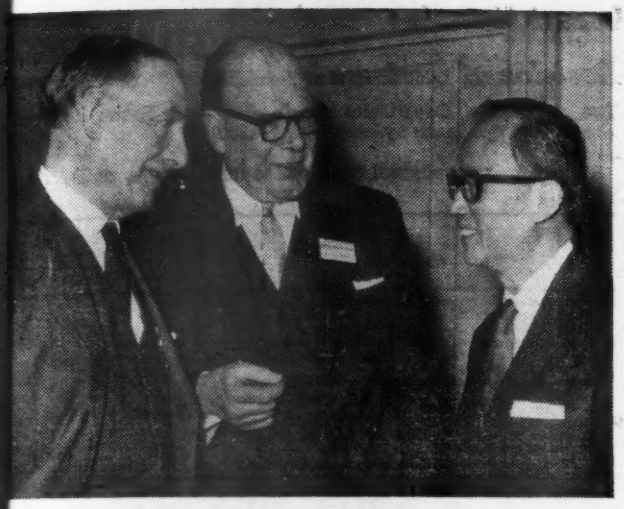
THE VIETNAMESE Ministry of Foreign Affairs have announced that the practice of allowing foreigners to enter Vietnam for up to 72 hours without a visa has ceased.

From now on, foreigners arriving at Saigon Airport without a valid entry visa will be prevented by the immigration authorities from leaving the airport and will be obliged to fly out again.

All inquiries about this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*



Lord Brown, Minister of State, Board of Trade, is seen here (left) discussing a £5½ million contract won by Platt Bros. (Sales) Ltd. for the supply of seven textile mills to Korea with Mr. S. C. Seward, chairman of Platt Bros. (Sales), centre, and HE Mr. Ei Whan Pai, Ambassador of the Republic of Korea.

SINGAPORE

Pioneer Industries (1)

THE BOARD OF TRADE have been informed by cable of the following announcements by the Singapore Government:

(a) A proposal to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industry	Product
Metal working	Roll formed metal products

This notice means that it has been represented to the Minister of Finance that the development or establishment of this industry in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before May 26, 1968, of his objections and of the grounds on which they are based.

(b) The undermentioned industry and product has been declared a Pioneer Industry and Pioneer Product under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industry	Product
Metal working	Metal arts and crafts

A preliminary notice of intention of the Singapore Government to designate this product appeared in the *Board of Trade Journal* of March 15, 1968, page 875. Further inquiries about the Pioneer Industries' legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 6197/G.

Pioneer Industries (2)

THE BOARD OF TRADE have been informed by cable that the following industries and products have been declared Pioneer Industries and Pioneer Products by the Singapore Government under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

	Industries	Products
1.	Metal working	Plumbers brassware.
2.	Metal working	Pumps and blowers.

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of March 22, 1968, page 944.

Import restrictions

SINGAPORE NOTICE TO IMPORTERS No. 10 of 1968, dated April 20, states that the importation of crash helmets must be covered by special import licences.

The purpose of the special licensing is to subject all imported crash helmets to a test to ascertain that they will provide a reasonable measure of protection to the ordinary motor cyclist, scooterist or pillion rider. The crash helmets will not be tested for their suitability in high-speed competitive events. All tests will be conducted by the Industrial Research Unit of the Economic Development Board, and the helmets must reach British Standard Specifications 2001:1956. Helmets which do not reach this standard will be denied importation.

The Prohibition of Imports (General Licence) (Amendment No. 6) Notification, 1968, which places the above goods on an import licensing basis, was published in the Singapore Government *Gazette* Subsidiary Legislation Supplement No. 30. This amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by adding the following item: 87 Crash helmets.

MALAYSIA

Import control

THE BOARD OF TRADE has received Notice to West Malaysian Importers No. 4 of 1968 dated April 12, 1968, which draws attention to the following items which were included in the Second Schedule to the Customs (Prohibition of Imports) (Federation) Order, 1968. This prohibits their import into the States of Malaya except by special licence:

'Bars and rods, except wire rods, of iron or steel and hollow mining drill steel:

673 210 of iron or steel except high carbon or alloy steel.

Angles, shapes, sections, and sheet piling, whether or not drilled, punched or otherwise simply worked, no less than 80 mm. in width:

673 410 of iron or steel except high carbon or alloy steel.'

The Customs (Prohibition of Imports) (Federation) Order, 1968, was published in the *Board of Trade Journal* dated April 26, 1968, page 1322/3.

The Notice states that with effect from April 9, 1968, imports of 'Mild Steel Flat Bars' under Tax Code No. 673 210 and *all* articles under Tax Code No. 673 410 into the States of Malaya will be subject to Quantitative Restrictions. Import Licences will be issued for each quarter and will be restricted to quotas issued by the Ministry of Commerce and Industry. The quarterly period for the first quota will be April 9, 1968, to July 8, 1968.

Importers are required to prove their import performance in 1966 within one month of the issue of the Notice, and those without such proof will not be permitted to import the above-mentioned goods.

(MALAYSIA, *continued on next page*)

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MALAYSIA, *continued*

Tariff Advisory Board

THE MALAYSIAN Tariff Advisory Board is to hold a further series of Public Inquiries to consider the appropriate rates of duty in Malaysia on the following items:

Tariff Code No.	Description
Tea	
074 101	Tea, black, leaf.
074 102	Tea, black, dust.
074 103	Tea, green, leaf.
074 104	Tea, green, dust.
099 020	Extracts, essences, or concentrates of tea or mate and preparations with a basis thereof.
Cotton towels	
652 120	Terry towelling and similar terry fabrics, unbleached, of cotton.
Ex 656 911	Cotton towels.
Modelling pastes	
Ex 599 910	Modelling pastes, including those put up for children's amusement.
White shoe cleaner	
533 361	Whiting.
Galvanized sheets	
674 801	Galvanized iron or steel sheets.
Crown corks	
698 851	Crown corks.
Accumulators	
	Accumulators:
729 121-1	6 volt and 12 volt, of a height (excluding terminals and handles) not exceeding 5 inches.
729 121-2	6 volt and 12 volt, of a height (excluding terminals and handles) exceeding 5 inches but not exceeding 9 inches.
729 121-3	Other kinds.
	Parts of accumulators:
729 122-1	Separators.
729 122-2	Other.
Fluorescent lamps	
729 223	Fluorescent tubular lamps.
Neckwear	
841 230	Ties, bow ties, and cravats not knitted or crocheted.
Ball-point pens	
895 212	Ball-point pens.
895 213	Refills for ball-point pens.

The Public Inquiries will be held in the Hearing Room of the Tariff Advisory Board, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, as follows:

Date	Time	Commodity
June 10, 1968	10.00 a.m.	Tea; cotton towels.
June 11, 1968	10.00 a.m.	Modelling pastes; white shoe cleaner.
June 12, 1968	10.00 a.m.	Galvanized sheets; crown corks.
June 13, 1968	10.00 a.m.	Accumulators; fluorescent lamps.
June 14, 1968	10.00 a.m.	Neckwear; ball-point pens.

Evidence will also be taken on all the commodities in the Kuching Rural District Council Chamber, Kuching, Sarawak, at 10 a.m. on June 18, 1968, and in the State Development Operations Room, Kota Kinabalu, Sabah, at 10 a.m. on June 20, 1968.

Evidence at these Inquiries may be given orally or in writing. It is preferable that evidence be given in writing. All witnesses will be required to present their oral evidence on oath, and all written evidence will be required to be verified on oath or by statutory declaration.

Persons who propose to give evidence concerning any of the above commodities are requested to notify the Tariff Advisory Board of their intention as soon as possible. They will then be supplied with 'Notes for the Guidance of Witnesses' to assist them in the preparation of their evidence. Nine typewritten copies of evidence must reach the Board not later than May 27, 1968.

Inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 16089/G.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

AUSTRALIA

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New by-laws

The following goods will be admitted under by-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Vehicle components and parts therefor that are for use as original components in the assembly or manufacture of vehicles (other than motor cars, station wagons or motor car or station wagon derivatives) to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies, under security, as follows:		
Other components not commercially usable on dump trucks of more than 65,000 pounds gross vehicle weight	Various	Free
Strip, steel, cold-rolled, in widths from 3 inches to 9 inches inclusive and in thicknesses 0·040 inch and greater with a thickness tolerance of ±0·001 inch or better	73.12	Free
Circular sawing machines to which sub-paragraph 84.45.212 applies, as follows:		
(a) Machines, not being friction sawing machines, the f.o.b. price of which exceeds $500 each	84.45	Free
(b) Friction sawing machines, the f.o.b. price of which exceeds $1,000 each	84.45	Free
Film splicers	90.10	Free
Tape splicers	92.13	Free

Amended by-laws

The following by-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Valves and tubes, electronic, and parts therefor, as follows:		
(a) Complete valves and tubes, as follows:		
Acorn		
Barretters		
Camera tubes (including emitron, iconoscope, image converters, image dissectors, image orthicon, vidicon)		
Cold cathode gas tubes (including Corona stabilizers, trigger tubes, voltage reference, voltage regulators, voltage stabilizers)		
Electro-mechanical transducers		
Hot cathode gas tubes (including ignitrons, mercury arc rectifiers, thyratrons, xenon rectifiers)		
Image intensifiers		
Klystron		
Lighthouse		
Magnetron		
Pencil		
Phototubes (including photoconductive, photojunction, photosensitive, photomultiplier)		
Relay type tubes		

At a recent planning meeting in London Mr. Peter du Sautoy (left), vice-chairman of Faber and Faber, and president of the Publishers' Association, chats to some members of the British book publishers' trade mission he is leading on a tour of Australia from April 17 to May 9.

The mission, of 13 members, is divided into two teams. The first team is headed by Mr. du Sautoy and the second by Mr. Richard David, of Cambridge University Press, the mission's deputy leader. Almost all Britain's leading publishers of academic books are represented in this sales team, which plans to visit every Australian university.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Strobotrons		
Storage tubes (including monoscopes)		
Subminiature, otherwise than of a kind used solely or principally in equipment designed primarily for entertainment purposes:		
For use in deaf aid appliances or electronic stethoscopes, under security		
Nuvistors being types Nos. 7586, 7587, 7895, 8056, 8058, 8203, 8393, 8627, 8628		
Other, with glass envelope not greater than 10 mm. (0·3937 inch) outside diameter, and having a pressed stem with flying leads construction		
Transmit-receive tubes (T.R. tubes)		
Travelling wave tubes (including backward wave oscillators)		
Tuning indicators (magic eye tubes)		
Other, as follows:		
For use in electro-medical apparatus, under security		
Other, but not including kinds suitable for use in connection with radio or television transmission or reception apparatus or for line telephony or telegraphy		
(b) Parts (other than bakelite bases or base pins and parts therefor), as follows:		
Anodes or plates, including beam forming anodes or plates		
Caps		
Cathodes, plain or coated		
Collars, radiating		
Connectors, heater		
Fin plates		
Getter assemblies and parts therefor		
Getter supports		
Glass feet		
Heaters and heater spacers		
Leads, welds and spuds		
Micas, mica spacers or spacing, plain or sprayed		
Mica eyelets		
Rods, cut, molybdenum		
Shields, top or bottom		
Stems		
Straps		
Other parts:		
For transmitting valves		
For mercury vapour thermionic valves		
For valves covered by clause (a) above . .	85.21	Free

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Vehicle components and parts therefor that are for use as original components in the assembly or manufacture of vehicles (other than motor cars, station wagons or motor car or station wagon derivatives) to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies, under security.		
The by-law does not now apply to the following:		
Chassis, when commercially usable on dump trucks of more than 65,000 pounds gross vehicle weight . .	Various	Various
Tanks, air, filter or hydraulic, when commercially usable on dump trucks of more than 65,000 pounds gross vehicle weight	Various	Various
Wheels, other than motorized electrically driven wheels, when commercially usable on dump trucks of more than 65,000 pounds gross vehicle weight . . .	Various	Various

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of Sintered metal carbide products (tools, blades etc.), tariff items 82.05.4, 82.06.2 or 82.07.

This reference is a result of representations from local industry.

Details of the tariff items under which the above-mentioned goods are dutiable will be given in next week's *Journal*.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than May 31. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1, quoting reference No. C.R.E. 994/68.

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WELSH TRADE MISSION TO CANADA AND UNITED STATES

Sir Alfred Nicholas (centre), chairman of Aberdare Holdings Limited, with members of the Welsh Trade Mission to Canada and the United States at London Airport before flying to Montreal on April 27. Sir Alfred, who is also chairman of the Development Corporation for Wales, led the mission. He is seen with three London Welsh girls – Mrs. Glenda Jones, Miss Nancy Griffiths and Mrs. Lesley Dagervill – in national dress.

A special feature at a reception following the annual meeting of the Canadian Importers Association in Toronto last month, was a table of imported British food products which attracted a great deal of attention from the guests (some of whom are pictured above). Sales of imported British foods have increased in Canada since the British Week Toronto, held in October last year.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a class or kind made in Canada.

Pouch or Package Combination Forming, Filling and Sealing Machines, horizontal or vertical design, for packaging free and non-free flowing products in heat sealable material at speeds of 200 to 800 packages per minute. (Ruling effective May 31, 1968).

The above information is contained in Canadian Department Memorandum D51.7.1, dated April 30, 1968.

UNITED STATES

Motor vehicle safety standards

THE *Board of Trade Journal* of January 12, 1968, gave notice of the United States Federal Highway Administration's proposals to amend certain of the initial Federal motor vehicle safety standards and to issue new standards.

After consideration of the comments received on certain of the proposals, the Federal Highway Administration has now published the following amendments and new standards:

Amendments to existing standards

Standard 103: Windshield defrosting and defogging systems.
Now applicable to passenger cars, multi-purpose passenger vehicles, trucks and buses.
Effective date: January 1, 1969.

Standard 104: Windshield wiping and washing systems.
Now applicable to passenger cars, multi-purpose passenger vehicles, trucks and buses.
Effective date: January 1, 1969.

Standard 206: Door latches, hinges and locks.
Applicable to passenger cars.
Effective date: January 1, 1969.

New safety standards

Standard 112: Headlamp concealment devices.
Applicable to passenger cars, multi-purpose passenger vehicles, trucks, buses and motor cycles.
Effective date: January 1, 1969.

Standard 113: Hood latch systems.
Applicable to passenger cars, multi-purpose passenger vehicles, trucks and buses.
Effective date: January 1, 1969.

Standard 114: Theft protection.
Applicable to passenger cars.
Effective date: January 1, 1970.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Colour additives

THE United States Commissioner of Food and Drugs has announced proposals for revising Part 8 of the United States colour additives regulations to effect certain editorial and clarifying changes.

The proposals include revision of parts of the regulations relating to the labelling requirements for and restrictions on the use of colour additives such as citrus red No. 2, caramel, algae meal, henna and titanium dioxide.

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456 and 457).

BARBADOS

Industrial Incentives Act, 1963

THE FOLLOWING PRODUCTS have been declared 'approved products' for the purposes of the Barbados Industrial Incentives Act, 1963:

Cut, processed and polished stone, other than limestone.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated January 12, 1968, pages 145 and 146.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which amends Part III of the First Schedule to the Barbados Customs Tariff (Tabl e of Exemptions from Import Duty) by the addition of the following new paragraph:

'Wet water concentrate for use in the combating of sugar cane fires.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the deletion of paragraph (a) of item 45 (Flowers) and the substitution therefor of the following:

'(a) Artificial (other than of pottery or plaster) in any form or combination.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in March 15 issue of the Journal.

Safety standards for imported machinery

FURTHER TO THE notice published on page 801 in the *Board of Trade Journal* of September 29, 1967, the Brazilian Ministry state that Regulations based on Law No. 5280 have just been published, and a translation of the Decree No. 62465 of March 20, 1968, is set out below:

Art. 1. Machines or equipment, which due to the inherent danger in their operation must have special protection against accidents occurring during work, can only be imported or cleared from customs and allowed free transit throughout the country if, on the shipping invoice, there is a consular declaration to the effect that the goods fulfil the International Labour Organization safety and protection requirements.

Sole paragraph: The safety and protection conditions dealt with in this article are the following:

(a) the machines' movable parts and accessories, including pulleys, chains and drive shafts must be furnished with safety devices;

(b) to avoid accidents machines should have on and off switches, which can be handled by the operators.

Art. 2. The declaration dealt with in Article 1 will only be furnished if the shipper, seller or manufacturer of the equipment presents to the consulate a certificate issued by the local competent authority on matters of industrial safety, or failing that, by a competent technical authority, stating that the machines or equipment fulfil the requirements of Article 1.

Sole paragraph: The consular declaration must be written on the back of the shipping invoice and in accordance with a *pro forma* (1) to be issued by the Consular Section of the Ministry of Foreign Affairs, within 30 days from the date this Decree is published.

Art. 3. If there is no consular declaration, the customs release of the goods mentioned in this Decree will be effected if, after inspection by the technical departments of the Regional Offices of the Ministry of Labour and Social Security, proof is given that the safety requirements of Article 1 have been met.

1. If the equipment does not have safety devices, these must be affixed before customs clearance can be effected.
2. The inspection referred to in this article is limited to what is contained in the sole paragraph of Article 1 and will be made in the presence of a customs officer and the importer's representative at a time mutually agreed upon with the customs.
3. The Brazilian Ministry of Labour and Social Security, in places where there is no competent authority in industrial safety, can delegate competent departments from Federal, State and Municipal organizations on request to the customs department responsible for the clearance.
4. The above-mentioned organization will be selected by the Delegado Regional do Trabalho and with the approval of the National Labour Department for Security and Hygiene.

Art. 4. This decree does not apply to imported accessories or spare parts which are for addition to, maintenance of or upkeep of machines or equipment in use or installed in the country.

Art. 5. This decree will take effect from the date of its publication (2) and cancels all previous legislation.

Any inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

(1) Not yet issued.
(2) March 26, 1968.

Tariff changes

RESOLUTION NO. 517 of the Customs Policy Council, published in the Brazil *Diario Oficial* of March 12, sub-divides tariff heading 29-35-026 into sub-items as follows:

Tariff No.	Item	Duty *ad val.*
29-35-026-01	Dimetilanalgesine	45%
-02	Salts and derivatives	15%

Resolution No. 518 of the Customs Policy Council reduces from 30 per cent to 15 per cent *ad valorem* the rate of duty on items 29.22.025 (benzidine) and 29-23-012 (amino acid).

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URUGUAY

Exemption from additional prior deposits

THE *Board of Trade Journal* of February 16, 1968 (page 550) announced Uruguayan Central Bank measures providing for goods imported against quotas fixed for the period January 15 to March 31, 1968, to be exempted from the additional prior deposit requirement. The exemption has now been extended to apply to goods imported against quotas fixed for the six months ending September 30, 1968 The goods affected are:

(i) Thirty per cent of imports made during the period July 1 to October 31, 1967, of goods carrying no surcharge or the minimum surcharge.

(ii) Thirty per cent of imports made during 1964 of goods carrying surcharges of 60 per cent or 90 per cent (other than capital goods for which arrangements are given in (iii) below).

(iii) Capital goods listed in the Decree of October 18, 1965 (see the *Board of Trade Journal* of November 12, 1965 (pages 1201-2)) and authorized by the Uruguayan authorities, Authorizations will be valid until September 30, 1968.

(iv) Twenty-five per cent of imports made during 1963 of goods carrying a surcharge of 150 per cent or more and not covered by (iii) above.

Importers will be required to make the following deposits for goods imported outside the arrangements described above:

Group (i)	150 per cent
Group (ii)	300 per cent
Group (iii)	225 per cent
Group (iv)	400 per cent

The above regulations will not apply to state entities, who will be exempted from payment of the deposit,

ARGENTINA

Import duties on capital goods

IT WAS REPORTED recently in the Argentine press that under Decree No. 1756/68 of the Ministry for Economic Affairs and Labour import duties on capital goods required for the establishment, expansion, modernization or re-equipment of certain sectors of industry, and either not produced in Argentina or whose production is insufficient to meet requirements, have been reduced to 20 per cent. Article 2 of the Decree states that the projects must relate to one of the following sectors:

(a) textiles, based on raw materials of Argentine origin; (b) provisions, excluding beverages, sugar, sweets and tobacco; (c) chemical products, excluding perfumery and toilet articles, as well as cosmetics; (d) building materials; (e) machine tools; (f) the manufacture of heavy equipment and parts therefor; (g) boiler-making (rust-proof); (h) leather and leather goods; (i) industrial ceramics; (j) the electronics industry.

The projects must meet the following overall requirements: (1) they must involve a reduction in the cost structure in order to achieve competitive levels, with a view to a gradual reduction in the taxes that protect Argentine industry; (2) they must be accompanied by an adequate rationalization of the concerns so as to ensure maximum productivity from the equipment to be installed; (3) they must constitute an improvement in the technological standard of the sector concerned; (4) they must be likely to increase the percentage of Argentine raw materials used. Special attention will be paid to the location of new projects in order to ensure industrial decentralization and to promote the development of the interior.

The Argentine authorities must be satisfied that imports qualify for the duty reduction.

VENEZUELA

Import licensing restrictions

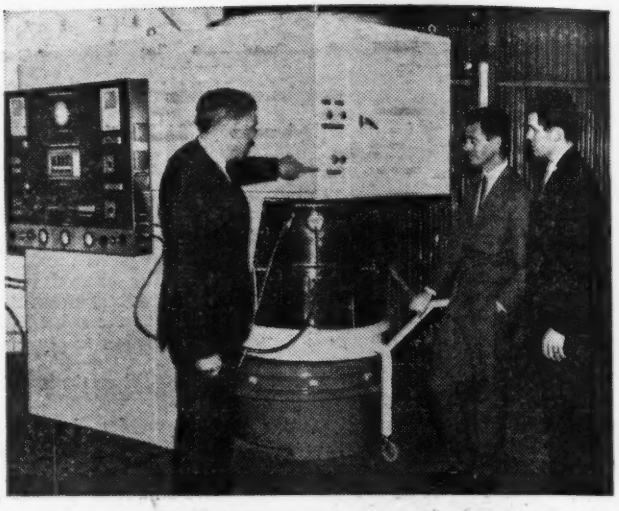
RESOLUTIONS ISSUED by the Venezuelan Ministries of Finance and Development on April 23, 1968, make various tariff headings subject to import licensing restrictions, including the following:

Tariff No.	Items
712-01-01	Ploughs, harrows, sowing machines and riding cultivators, rotating reapers and forage cutters, whether or not assembled.

A further notice will be published in the *Board of Trade Journal* as soon as additional information becomes available. Any inquiries should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.



Senior Silvio Pinto, maintenance and general services manager, Laboratorios Burroughs Wellcome do Brazil SA, on a recent visit to Crewe made a particular point of studying equipment manufactured by Calmic Engineering Company, the operation of which he is responsible for in Brazil. In the picture Mr. Arthur White, managing director, Calmic Engineering Company Limited, is explaining the finer points of the mixer granulator dryer to Senor Pinto whilst Mr. Gosling of The Wellcome Foundation Overseas Liaison Organization looks on.

Mr. Bernie Siegel, head of one of America's largest decorator houses, the Harmony Carpet Corporation of New York, visited recently the Dean Clough Mills carpet works of John Crossley & Sons Ltd., Halifax, his only provincial call in a round of visits to key European centres. His tour included visits to Israel, Greece, Turkey and Italy. Mr. Siegel was accompanied by his wife, and although this was his first visit to Dean Clough Mills, he and his firm have been associated with Crossley's for some while. The Harmony Carpet Corporation has exclusive rights in connection with most of the designs in the famous Crossley's Decorator collection. The picture shows from left to right: Mrs. B. Siegel; Mr. Colin Royle, head Crossley designer; Mrs. P. W. Heaton; Viscount Garnock, marketing director of John Crossley & Sons Ltd.; Mr. Bernie Siegel; Mr. P. W. Heaton, a director of John Crossley & Sons Ltd.

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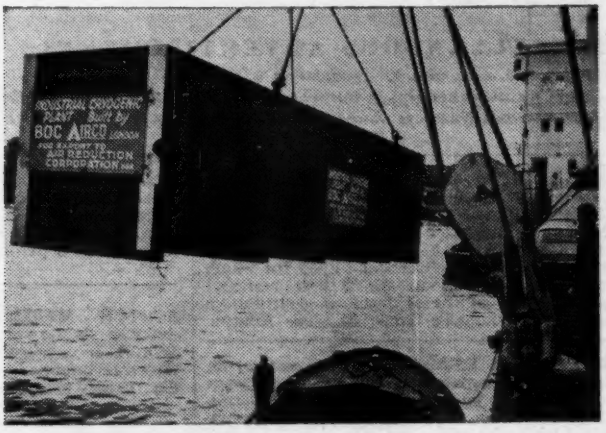
News of substantial orders for pure new wool furnishing fabrics for the United States was indicated on April 18 to a party of trade press journalists visiting Henry Ballantyne of Scotland's mills at Walkerburn, Peeblesshire, by Mr. J. Jeremy Ballantyne, managing director. The picture shows Mr. Ballantyne checking a wool furnishing fabric on a loom at the Walkerburn mill.



BOC-Airco Cryogenic Plant Ltd. has announced the completion of its first plant order for the United States market since its formation last October. It is a nitrogen plant with a capacity of 10 million cubic feet a month and is being shipped to New Orleans for installation by Air Reduction at Calvert City, Kentucky. It is one of two plants for general chemical applications involving blanketing. The second is nearing completion at the Edmonton works of BOC-Airco. The company is one of two formed jointly by BOC and Air Reduction for the design, production and marketing of cryogenic plant. The nitrogen plant order forms part of an initial batch of contracts with the United States, negotiated by the two joint companies in Murray Hill, New Jersey, and London. These plant orders include one with a capacity of 35 million cubic feet a month of nitrogen.

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Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

(ABMEX) The Association of British Mining Equipment Exporters, 301 Glossop Road, Sheffield, 10, are planning to despatch during July/August, market research teams visiting ARGENTINA, BRAZIL, BOLIVIA, COLOMBIA, CHILE, MEXICO and PERU for which they are applying to the British National Export Council for a financial contribution under the Council's Trade Missions Scheme.

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SESAF S.A. Research Specialists in African Affairs announce the publication of PARALLELES a quarterly magazine promoting the growth of African Trade and Industry. For subscription rates and advertising please write R. Hendon, 18 Stamford Brook Mans., Goldhawk Road, London, W.6.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	29 Mar. 1968
Aircraft noise at Heathrow Airport (Q)	22 Mar. 1968
Mileage and traffic (M)	22 Mar. 1968
Trade by air (6-M)	15 Mar. 1968
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	2 Feb. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	5 April 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	12 April 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	3 May 1968
N. Ireland (M)	26 April 1968
Construction work overseas (A)	13 Oct. 1967
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International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Mar. 1968
Production, exports and orders (M)	26 April 1968
ECGD business (Q)	3 Nov. 1967
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British Film Fund Agency returns (M)	3 May 1968
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Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
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N. Ireland index (M)	3 May 1968
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Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	12 April 1968

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	3 May 1968
Board of Trade Regional organization	3 May 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	15 Mar. 1968
Customs notices of interest to exporters	19 April 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1967
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4 (Tel. 01-248 3718).

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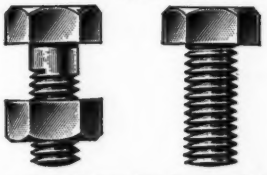

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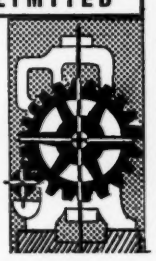

LEYLAND ENGLAND

Flop, flop... whoosh!

Two early export setbacks didn't deter this Hertfordshire company. How and why their third export effort is hitting the jackpot is explained by Frank K (right), assistant managing director and export director.

Interviewer: You got off to a poor start overseas?

Frank K: Absolutely disastrous. From our first efforts I think we had two orders for which we were never paid. Our second did nothing but fill a lot of wastepaper baskets with our brochures.

How did you get on the right lines?

Frank K: We started again – at the grass roots. Our main products are specialised chemical additives for the construction industry – cement waterproofers and hardeners and so on. You have to look at each problem from the overseas customer's angle, and modify your product and your approach to meet local requirements.

Sounds good, but how do you do this in practice?

Frank K: We select our markets. Appoint *good* distributors. Their salesmen come over here to our factory for training. Then we know that all our selling efforts will be followed-up with demonstrations and on-site service.

And now it's whoosh! You're really going well?

Frank K: We've built up from a few thousand overseas in 1961 to a really substantial export turnover, and it's growing year by year.

Has ECGD helped?

Frank K: We wouldn't have started exporting again without ECGD backing. You can't begin to expand if you have worries about whether your customer will pay. It's not an overstatement to say that ECGD is the sheet-anchor of our export division.

You've seen the cost go down, too?

Frank K: Premiums have dropped over the years, yes. I think the cost is very reasonable because ECGD gives you so much. Especially when you're selling in a lot of markets.

Which are your best export markets?

Frank K: Oddly enough, those where the competition is toughest. Ours are sophisticated products. Our best potential is in countries which have an advanced construction industry and where we can find the best type of distributor. Countries like Sweden and Japan we're doing well in, and we're planning to get into North America.

You're obviously keen on exporting. What's the incentive?

Frank K: The future profitability of the company. We've had no price increase in our general division for 35 years. We have to increase turnover if we're to increase profits, and we see most of the future expansion of our business in exports. The world's a much bigger market than Britain, and we've hardly scratched the surface yet.

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